

Reagan's Iran Speech Ends to Applause and Relief in Texas, Groans in Michigan

In Houston, Older Voters Believe President Did Well

By Peter Applebome
New York Times Staff
HOUSTON — President Ronald Reagan's speech on the Iran-contras affair elicited ecstatic applause at the River Oaks Country Club, conflicting views from the younger white-collar crowd at the Texas Club and a sense of quiet relief from half a dozen people watching television at Carol Standish's house in an affluent Houston neighborhood.

But if Republicans in this conservative city watched Mr. Reagan's speech on the Iran arms affair with a shared desire to see him rebuild his damaged presidency, a small sampling here indicates that they also had sharply disparate views on how much the speech helped him.

Most of a dozen Reagan supporters said in interviews that they felt the president's speech had been well thought out, well delivered and said things that needed to be said.

But there were still doubts about whether he would ever be able to regain the control and seeming invulnerability that characterized his presidency until the

But in Roseville, the Young Feel He Manipulated Them

By Paul Taylor
Washington Post Service
ROSEVILLE, Michigan — What Stacey Brown, 24, a Republican, did not like about President Ronald Reagan's speech about his Iran policy was the way she felt herself being manipulated.

"He came off like, 'Oce whiz guys, it's my fault,' but it seemed like he still blamed everyone else," said Miss Brown, a student at the Macomb Community College in this blue-collar suburb north of Detroit. "He said a lot, but he really didn't say anything."

"A bell went off in my head when he talked about his age. I thought, 'Oh boy, sympathy play here now.'"

Timothy Anderson, 20, a part-time auto mechanic and part-time student at the same school, had a nearly identical reaction.

"He wimped out, he wimped out big time," said Mr. Anderson, who is also a Republican. "He said, 'Oh my God, we screwed up. The people who worked for me did it but I'll take responsibility.' But he didn't give any solutions."

Lorraine Smith, 27, a hairdresser and a Democrat who voted for Mr. Reagan in 1980 and 1984, said: "I was really disappointed. I don't believe there were no notes taken. That's kind of hard to believe. Your secretary is usually with you, especially if you're the

'I was really disappointed. He sugar-coated everything, glossed over everything.'

president. He sugar-coated everything, glossed over everything."

These barbed reviews came during a discussion Wednesday night with seven working-class voters in their 20s or 30s. They talked for two and a half hours, occasionally with pain and poignancy, about their suddenly complex, suddenly ambivalent feelings toward the president.

They are a tiny sample — representative only of themselves.

A nationwide survey of 500 voters conducted after the speech by ABC News showed a more positive reaction: Of those who had watched Mr. Reagan's speech, 54 percent said they approved of the way the president was doing his job — 11 points higher than among those surveyed who had not watched the speech. The result was 10 points higher than after the Tower commission report on the handling of Iran policy was made public last week.

Still, there was something so sharp, so pointedly cynical, in the reactions of these young voters Wednesday night that it hinted at difficult new circumstances for the president.

These young voters were measuring in a troubling new light, Mr. Reagan's character.

On the one hand, the young voters took a worldly, almost dismissive, view about matters of secrecy and law-breaking. "In order to be president, you have to do certain things that aren't squeaky clean," said Mike McClelland, a journalism student. Mr. Anderson agreed: "Politicians have to be a little shady if they want to keep the edge."

On the other hand, the young voters did not like the feeling they had been fooled by a "cover-up."

"How can a man forget?" Mr. Anderson asked. "I mean, that's a career decision."

Miss Brown added: "During the election, there was such a big controversy over his age and he went to such extremes to say he was hale and hearty and he wasn't half his age. And now we're supposed to buy the fact that 'I don't know what was going on.'"

Others, however, took a more sympathetic view. "In the last five years, I can see my dad slipping some," Mr. McClelland said.

"I certainly don't remember what I was doing on Aug. 8, 1985," said Derrick Wysocki, 38, a detective who was Mr. Reagan's only unambiguous supporter in the group. "I don't feel he owes me an apology."

In a Refuge, Nicaraguan Bitterness

By James LeMoynne
New York Times Staff
LAS AMAKAS, Nicaragua — The Sandinist army unit gave no warning when it swept into the village of Sina two years ago to seize peasants who supported the Nicaraguan guerrilla patrols that regularly moved through the area, according to several villagers who say they escaped the roundup.

"They chased us into the mountains," said Cristina Torres, 40, as she nursed one of her 10 children at a refuge on the Honduran-Nicaraguan border near here. She acknowledged that the villagers were sympathetic to the rebels, known as contras, and said 30 families escaped the army sweep.

She and several other peasant refugees said that after hiding in the jungle for several months they walked for almost two weeks to make their way to safety across the Honduran border.

They are among about 200,000 Nicaraguans who have fled to Honduras and Costa Rica in recent years, an expression of the deep divisions that have split Nicaragua and helped fuel a war that has taken more than 20,000 lives.

More than 1,000 refugees are believed to live along this stretch of the Honduran-Nicaraguan border, appearing to survive on the barest necessities.

Many wear rade clothing stitched from nylon parachutes left in the jungle after being used to airdrop supplies to contra units.

Ninety-three refugees, most of them from Sina, gathered at a site on the border recently to explain why they had fled and why their experience had made them ardent followers of the U.S.-backed contras in their battle against Sandinist rule.

"The Sandinists promised in 1980 to help us, but instead they put our families in camps," said Gavino Martinez Gozales, 52, who said he fled three years ago after being jailed by the Sandinists.

"We no longer have faith. We can come to an arrangement with them, so we will fight," he said.

Such dissatisfaction appears to have led thousands of peasants to join the rebels over the last five years, contributing most of the foot soldiers now in the contra army.

Part of Nicaragua's tragedy is that tens of thousands of other



Adolfo Calero Portocarrero after testifying Wednesday in Washington.

peasants back the Sandinists and are equally willing to fight for their beliefs.

It is unlikely that a mainly peasant force of perhaps 12,000 men can defeat Nicaragua's army. But accounts gathered from refugees indicate that there is strong discontent with the Sandinists.

A rebel combat patrol visited by a reporter inside Nicaragua had at least four members recruited from peasants who fled the Sandinist sweep of Sina two years ago.

Here along the border young men are scarce, with dozens of refugees saying that their sons, husbands and brothers are "in the army," by which they mean with the contras. The women, old men and children who remain behind say they grow rice, beans and corn to feed rebel units. A reporter saw several fields of crops.

In 1985 and 1986 the Sandinists forcibly moved tens of thousands of peasants from villages such as Sina in northern and southern Nicaragua to areas where Sandinist units could assure that they did not continue to help contra units.

But the military sweeps appear to have earned the Sandinists the

A Contra Confirms Getting Swiss Funds

By Joe Pichirallo
Washington Post Service
WASHINGTON — The Nicaraguan rebels' main military force received \$200,000 from a Swiss bank account controlled by Lieutenant Colonel Oliver L. North, according to the attorney of a top rebel leader, Adolfo Calero Portocarrero.

The lawyer's statement on Thursday night was the first confirmation that the Nicaraguan rebels had obtained money from a Swiss bank account that may have received funds diverted from the secret sale of arms to Iran by the Reagan administration. Colonel North was dismissed from his job with the National Security Council after the Iran-contra affair became public in November.

Mr. Calero heads the Nicaraguan Democratic Force, the chief military arm of the rebels, known as contras.

His attorney, Joe Portuondo, confirmed that the Nicaraguan Democratic Force received two deposits totaling \$200,000 in late October 1985 from Lake Resources Inc.

The Tower commission, which investigated the Iran-contra affair, said last week that millions of dollars in profits from the Iran arms sales were deposited in Swiss bank accounts in the name of Lake Resources. Lakes Resources was also controlled by a retired U.S. Air Force major general, Richard V. Secord. He is a key figure in both the Iran arms sales and the contra aid effort.

It is not known whether the Swiss accounts in the name of Lake Resources had received any diverted Iran arms profits by October 1985, when funds were transferred to Nicaraguan Democratic Force accounts.

Colonel North told Attorney General Edwin Meese 3d that the idea of diverting money to the contras first surfaced in a conversation with an Israeli official in January 1986, according to the Tower report.

Mr. Portuondo said he recently discovered that the Nicaraguan Democratic Force received funds from Lake Resources while reviewing the group's financial documents. The documents have been turned over to the independent counsel, Lawrence E. Walsh, and congressional committees investigating the Iran-contra affair.

The lawyer said he informed Mr. Calero what he had found, but other sources said Mr. Calero did not realize Lake Resources was tied to

The \$32 million figure is consistent with the Tower commission's report, which cited evidence that the rebels had received a similar amount from an unidentified foreign official, who supplied the funds in monthly deposits of \$1 million and \$2 million.

Mr. Calero said that he did not know the source of the \$32 million.

DIAMONDS

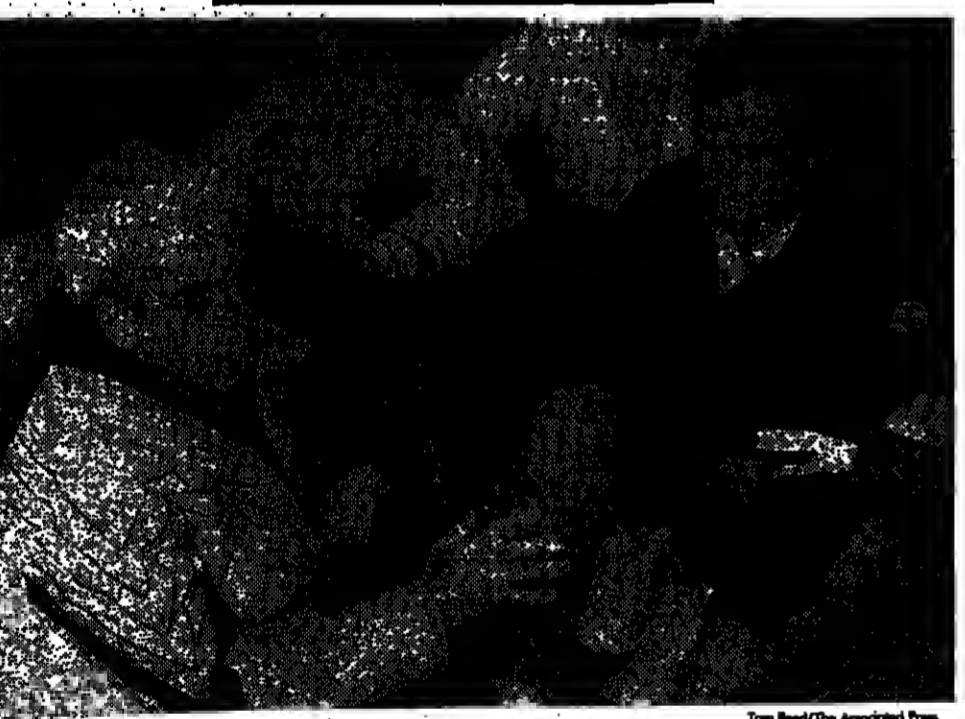
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AMERICAN TOPICS



Three Democrats in the House of Representatives, from left, Tony Coelho, Ronald V. Dellums and Joseph P. Kennedy 2d, joined other politicians and actors in spending Tuesday night on Washington's streets to draw attention to the needs of the homeless.

Tourism Is Surging In the Golden West

Tourism has overtaken the traditional extraction industries — agriculture, mining and timber — to become Idaho's most important source of private-sector jobs. The Washington Post reports, and the same transformation can be seen throughout the West. From the Rio Grande to the Canadian border, the states along the spine of the Rocky Mountains are moving to a new "attraction" economy based on drawing tourists.

Throughout that grandly scenic region, tourism is the fastest-growing industry. In some places, it is the only growing industry. The Travel Industry Association of America concludes that the travel-recreation industry is the biggest private employer in Arizona, Colorado, Idaho, Nevada, New Mexico, Utah and Wyoming. Despite the West's legendary dislike of government, government is the largest overall employer.

The trend toward tourism is reflected in important changes in environmental laws and land-use policies. Now that protecting the region's natural beauty is an economic necessity and not just a romantic ideal, conservation has become a matter of broad consensus.

"The old stereotype was a fight over everything between industry and environmentalists," said Jo Clark, director of programs for the Western Govern-

Short Takes

Hollywood is recycling television series from past decades as new feature films, including "Dragnet," updated to "Dragnet 1987," and "The Untouchables," both to be released in June, and series such as "Highway Patrol" and "Mission Impossible." Scott Rudin of 20th Century-Fox said the main advantage is "title identification," adding, "You have immediate presence in the marketplace." Producers hope to draw on two huge potential audiences: adults who watched the series as children, and children who have seen the constant reruns.

Several celebrities spent the night out sleeping on heating grates in Washington to publicize the plight of the homeless. The group included Mitch Snyder, advocates of the homeless, the actors Martin Sheen and Dennis Quaid, and several Democratic congressmen: Tony Coelho and Ronald V. Dellums of California, Joseph P. Kennedy 2d of Massachusetts and Mickey Leland of Texas. "God, was it cold," Mr. Coelho said the morning after, "and the wet came in after." Some of the homeless were not pleased. "They left this was a vulgar demonstration

8 Nations to Hold Talks On Central America

The Associated Press
MONTEVIDEO — Delegates from eight countries trying to draft a peace accord in Central America will meet next week in Uruguay, Foreign Minister Enrique Iglesias announced Thursday.

Representatives from the nations comprising the Contadora group — Mexico, Colombia, Panama and Venezuela — and the Contadora support group — Argentina, Brazil, Peru and Uruguay — will discuss the conflicts in the region, Mr. Iglesias said.

Hang glider pilots have made their peace with Sylmar, California, which is to hang gliding what Wimbledon is to tennis. The Sylmar Hang Gliding Association says the sport began in Venice, California, in the late 1960s, and high-altitude flying originated over Sylmar, from the ridges of the San Gabriel Mountains, about 1970. But careless flyers landed in backyard fences and flower beds, and spectators trampled lawns and generated litter. Home owners asked the city to chase them all away. Then the pilots organized to impose rules on themselves and the spectators, and the protests have faded. "The hang gliders have become an asset," said Dean Cohen of the Sylmar Civic Association. "It's spectacular to watch these colorful gliders come down out of the sky on a sunny day."

Alexander Godunov has become a U.S. citizen. The Bolshoi Ballet dancer defected from the Soviet Union in 1979. After being sworn in last week with 189 other new citizens in U.S. District Court in Manhattan, Mr. Godunov, 37, said he would celebrate with a hamburger stuffed with caviar.

—ARTHUR HIGBEE

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INTERNATIONAL Herald Tribune

Hasten Slowly on Brazil

A country newly democratized, heavily indebted, ravaged by inflation and suffering vast gaps between rich and poor needs encouragement and material help...

Not Quite a Mea Culpa

President Reagan still cannot pronounce the word "I" in the same sentence as the word "mistake" if his speech Wednesday about the Iran-contra scandal was intended as a confession of error...

The Gifts of Danny Kaye

Winston Churchill, who knew a thing or two himself about how to captivate a crowd, once asked Danny Kaye, "What is the secret of your control over an audience?"

Other Comment

The Maneuvering in Italy
Italians, who patently enjoyed the relative stability of the [Berlino Craxi] administration, are wearily asking whether it was just a deceptive interlude.

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OPINION



A Prescription for Coming to Terms With Nicaragua

By Steven Philip Kramer

WASHINGTON — If the Sandinists really presented a serious threat to U.S. security, the Reagan administration would already have invaded Nicaragua. The fact that no such invasion has occurred implies that even the administration believes that the Sandinists constitute an irritant, not a threat.

The War in Cambodia May Not End in This Century

By Michael Leiter

SINGAPORE — The Third Indochina War over Cambodia has been waged with limited intensity since Vietnam's invasion in December 1978. Despite renewed diplomatic movement prompted by a speech last July in Vladivostok by Mikhail Gorbachev, the underlying conflict remains unresolved.

A Sudanese Model for South Africa?

By Colin Legum

LONDON — What could be expected if 50 representative South African leaders of all races were to meet under impartial chairmanship for confidential talks in some neutral capital to explore ways of breaking out of the republic's present crisis?

Six Words From the President

By David S. Broder

WASHINGTON — Well, that wasn't so hard, was it? Just six words from the president's lips: "No excuses. It was a mistake."

The writer directs a foreign affairs program of the Carnegie Endowment for International Peace. He contributed this to The New York Times.

LETTER

Appreciating Warhol

Regarding the obituary of Andy Warhol (Feb. 23): Unfortunately, the report on Andy Warhol's death did not treat the event with the seriousness it deserved.

IN OUR PAGES, 75 AND 50 YEARS AGO

1912: The News in Brief
NEW YORK — Secretary Meyer has asked the House Committee on Naval Affairs for \$1 million to establish an around-the-world wireless telegraph system to enable U.S. battleships everywhere to be in communication.

Vertical advertisements on the right edge of the page, including 'CURI Doll', 'THE EUI', 'GMAC', and 'O'.

Six Words From the President By David S. Brode

Runcie Asks Mideast Help In Finding His Envoy

By Francis X. Clines New York Times Service LONDON — At a time of relative calm in Beirut, the archbishop of Canterbury has sent messages to officials in the Middle East in the hope of finding fresh traces of Terry Waite, the hostage negotiator feared kidnapped six weeks ago.



John Demjanjuk, left, consults with Mark O'Connor, one of his attorneys, during his trial in a Jerusalem courtroom.

Palme Probe Criticized As 'Slovenly And Passive'

STOCKHOLM — The outgoing Stockholm police chief on Friday ridiculed the new team looking for the murderer of Prime Minister Olof Palme, saying its main idea so far was a plan to hypnotize Mr. Palme's widow.



Hans Holmer after a television interview Thursday night in Stockholm. Security guards accompanied him to and from the studio.

Demjanjuk Can't Explain Wartime Whereabouts

JERUSALEM — Israeli prosecutors say John Demjanjuk, the retired auto worker from Cleveland who is charged with Nazi war crimes, cannot account for his whereabouts during the period when he allegedly operated the gas chambers at a Nazi death camp.

In an Ethiopian Orphanage, Hope A New Life for Children Whose Parents Died in Famine

By James Brooke New York Times Service REPI, Ethiopia — Embeti, about 3 years old, stopped chattering with her rag doll and looked up curiously at two visitors hovering overhead.

Pakistan and the Bomb: Dilemma for U.S.

By David B. Ottaway Washington Post Service WASHINGTON — A senior administration official has told Congress that the United States can no longer obtain "reliable assurances" from Pakistan that it is not producing material for nuclear weapons.

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Treasures of the Chase Are Divided at Rare Sale

MONTE CARLO—Sotheby's auction of the late Marcel Jeanson's library of manuscripts and books on hunting last weekend is without precedent... in terms of subject, scope and rarity... and is unlikely to be duplicated in the foreseeable future.

Few people would be single-minded enough to track down books on this one subject with the energy that Jeanson deployed, an offshoot of his lifetime obsession with hunting as a sport.

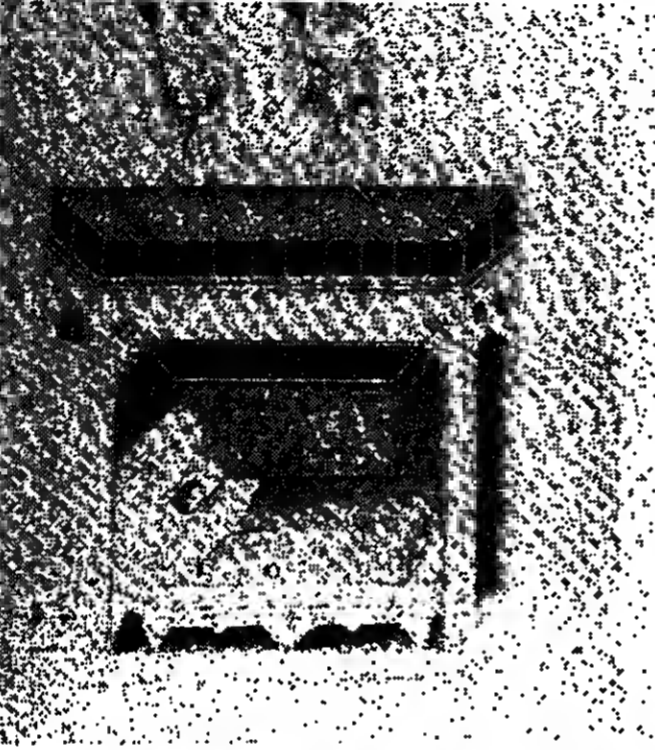
Jeanson's hunting passion was deftly steered toward tracking down books by two rare-book specialists, Emile Nourry and Jean Thiébaud, and he scored many coups. He bought a hoard of rarities at one stroke when he acquired the largest and finest hunting library formed in the late 19th century by Henri Gallice.

To Gallice he owed gems such as the late-15th-century manuscript of a long poem on hawking, "Le Roman des Oiseaux," written by Gace de la Bagne.

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Left, illustration from a Nuremberg life of Christ, 1491; above, "Stags Hunted with Pikes," by Jan van der Straet, called Stradamas, 1576; right, from the "Livre de Chasse," by Gaston III, Comte de Foix; and below left, an illumination from the "Legenda Venerabilium Virorum Aymonis et Vermondi," c. 1400, bought by the Getty Museum.



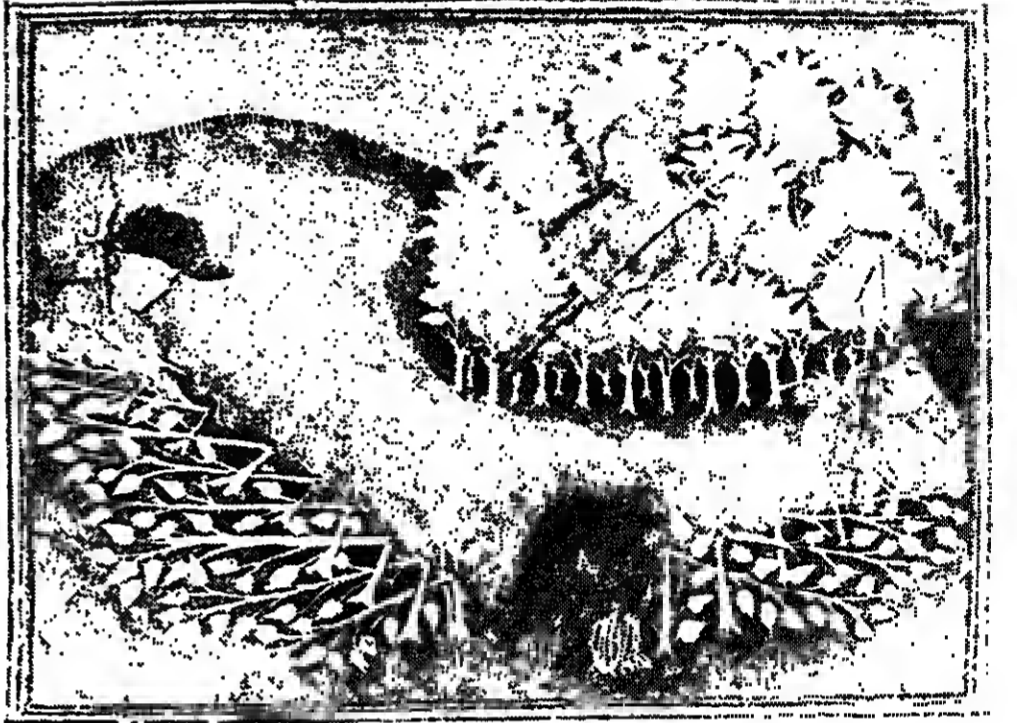
only that the museum has a wonderful French Books of Hours but no major French secular manuscripts. Jeanson did not content himself with manuscripts. He had to have all the first editions of every conceivable early work on hunting. He got his copy of the first printed "Livre de Chasse" at the Paris sale of a famous collection in 1931 for 90,000 francs—a third of the price

volume by Jeanson did not go unnoticed in collecting circles. Nor will its purchase by the Getty for 6,882,000 francs. Thomas Kren, its curator of manuscripts, said that the museum's reasons were first what he sees as the great aesthetic quality of the miniatures and sec-

that a similar copy had fetched two years earlier in London, at the height of the market. On Saturday, the Jeanson copy was bought by the Paris dealer Sotheby for 1,332,000 francs, substantially more than the 1929 price—insofar as any comparison can be made over such a long term.

Jeanson also laid hands on a marvelous copy of the "Livre du Roi Modus et de la Reine Ratio," the third earliest French book on hunting printed by Antoine Noret at Chambéry in 1486. In 1934, Thiébaud in his standard "Bibliographie des Ouvrages Français sur la Chasse" recorded only four copies in public libraries and three in private hands—including Jeanson's, then still in the possession of Gallice. It had been sold in 1899 for 7,800 gold francs. On Saturday, the dean of French dealers in rare books, Pierre Bérès—who said later with gleaming eyes that he had never seen one in the market in 40 years' dealing—outbid Kraus at 2,664,000 francs, tripling Sotheby's estimate.

Jeanson did equally well in much later works. He owned Louis XV's personal copy of a printed account of his hunts in the year 1726 with an original sepia wash by Jean-Baptiste Ondry—grabbed by



Bérès for 488,400 francs, nearly four times the high estimate. Sotheby's has scored once again—this time against the French auctioneers, one of whom was in the running to the last. According to one insider, the contract submitted by Sotheby's was signed by the vendors after the expensive sale catalogue had been printed. They obviously did not mind the peculiar style, full of Anglicisms, peppered with ungrammatical French and some words out of place in the French lexicon. They may have been aware that this is not unusual in Sotheby's French-language catalogues. Perhaps they thought to themselves as celebrating hunters would: "Qu'importe le flacon, pourvu qu'on ait l'ivresse!" And drunk they can get on the 40 million francs the sale realized, exceeding by one-third the most optimistic expectations.

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'Misérables': Advance Hit

By Geraldine Fabrikant New York Times Service NEW YORK—Even longtime Broadway producers are somewhat bewildered by the extraordinary advance ticket sales for "Les Misérables," the musical based on Victor Hugo's book, which opens on March 12. By opening night, the lavish three-hour show will have an estimated \$11 million in advance ticket sales, a record for Broadway and 57 percent more than the advance sales for "Cats," the greatest hit of the decade. "Cats" sold \$7 million worth of tickets before its opening in October 1982. "I never dreamed 'Les Mis' would end up being such a hit," said Cameron Mackintosh, 40, the British producer who launched the show in London and is bringing it to the Broadway theater. "Inflation is not even a significant factor here," said the vice president of finance for the Shubert Organization, Robert Wankel. "The top ticket" for "Cats" was \$45. Now it is \$47.50. Behind the huge advance sales lies a host of explanations. The most obvious, of course, is "word of mouth": audience enthusiasm communicated to others. In the case of "Les Misérables," the word of mouth began building as a result of the British production. These, before opening the show in New York, Mackintosh booked a tryout engagement for "Les Misérables" at the Kennedy Center in Washington, where it sold out every night. "We picked Washington because it was a political city and it is well read," Mackintosh said. By contrast, "Cats," because of the complexity of its sets, opened directly in New York after its London run. A member of the New York Committee of the Archives of American Art, Ruth Feder, agreed. Her group chose the play because, she said, "if a benefit wants to make money, there is no other hot Broadway production this year. New York theater is absolutely dead. And people who saw it in London said it was the perfect benefit show. It had drama and was a great production."

Word of mouth was also aided by the early sale of the record album. Mackintosh sold tens of thousands of copies of the American pressing of the English album had been sold in the United States. In addition, the reviews of "Les Misérables" were uniformly favorable. By contrast, initial reviews of "Cats" were mixed. As David Geffen, the producer of "Cats," as well as "Little Shop of Horrors," put it: "Cats" did not succeed with the press. It succeeded with the world. Very often a theater party agent has to go in blind to order blocks of tickets for organizations. In this case, the reviews had given "Les Misérables" a strong endorsement, and the reviews made the show a better bet. Groups alone have accounted for about \$5 million of the advance.

DOONESBURY MR. SLACKWATER? HE DID IT, MR. CLAYTON! HE WAS HIS FIRST MILLION! HE DID? ON TIME? YES, SIR. TEN MINUTES TO SPARE! NOW, THAT'S WHAT I CALL A CLUTCH PERFORMANCE! I MUST GO CONGRATULATE THE KID! I JUST HOPE HE DIDN'T CUT TOO MANY COR... OKAY, PAL. ASSUME THE POSITION. PLEASE, I'M ONLY 30!

Indeed, the dramatic element has great lure. "Les Misérables" is an extravaganza like "Nicholas Nickleby" and "Cats," but its story line is dramatic and very human. "Cats" had, as Gottlieb put it, "no real story." Victor Hugo's book, on the other hand, has inspired 25 movies. The show, Mackintosh said, has the emotional intensity of a drama, although it is a musical. "It takes people on an emotional roller coaster," he said. Even those who had not read the Hugo book knew the title. All things being equal, Geffen said, people like "cultural connections—they like to think that the things they like are important." To take advantage of the strong response to the program, Mackintosh orchestrated what those in the industry say is an extremely clever marketing strategy. He arranged for ticket sales to begin 10 months before the show's opening. By comparison, ticket sales for "Cats" began five months before its opening.

ARMS: April Talks... DAVID: Possible Model... FRANÇAIS... COURS DE CIVILISATION FRANÇAISE... OUT FRENCH

NYSE Most Actives table with columns for Vol, High, Low, Last, Chg.

Market Soles table with columns for NYSE 4 P.M. volume, NYSE adv. volume, etc.

NYSE Index table with columns for High, Low, Close, Chg.

Friday's NYSE Closing logo and text: Via The Associated Press

AMEX Diary table with columns for Class, Prev., Chg.

NASDAQ Index table with columns for Class, Prev., Chg.

AMEX Most Actives table with columns for Vol, High, Low, Last, Chg.

Dow Jones Bond Averages table with columns for Class, Chg.

NYSE Diary table with columns for Class, Prev., Chg.

Odd-Lot Trading in N.Y. table with columns for Buy, Sell, Chg.

Dow Jones Averages table with columns for Open, High, Low, Last, Chg.

Standard & Poor's Index table with columns for High, Low, Close, Chg.

NASDAQ Diary table with columns for Class, Prev., Chg.

AMEX Stock Index table with columns for High, Low, Close, Chg.

12 Month High Low Stock table with columns for Div, Yld, PE, etc.

Dow Up 3.80 Points to Record

NEW YORK — Prices on the New York Stock Exchange ended mixed Friday as some investors cashed in on recent gains...

are still oceans of money from foreign investors and from reallocation of assets in institutional portfolios ready to come into the market...

Prices on the American Stock Exchange and the over-the-counter market also climbed to record levels.

But analysts said losses due to profit taking are likely to remain modest at this stage.

Traders said a weak bond market gave equity investors a chance to take some profits.

Losers outnumbered gainers about 4 to 3 among the 1,974 issues traded.

Volume totaled 181.6 million, down from 205.4 million on Thursday.

Other market indexes topped records set a day earlier.

Main stock market data table with multiple columns for various stocks, including 12 Month High Low Stock, Div, Yld, PE, etc.

Worst-Case Debt Both Sides Ref...

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Currency

New Dollar Values

Inter

Money Market

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DÜSSELDORF: The German Fashion Capital

Strolling along Düsseldorf's "Königsallee," one of Europe's most elegant and exclusive shopping avenues, is like attending a never-ending fashion show. Seated at one of the many cafes, one sees some of the best-dressed women in the world walk by. On the other side of this chestnut-tree lined shopper's paradise, one also notices all the biggest institutions in international finance and banking.

Situated on the lower Rhine, at the edge of the Ruhr's industrial valley, Düsseldorf has long been an important participant in world trade and ranks third among European cities as a main center of administration offices for multinational companies. Of 3,000 firms with branches here, 350 are from the United States. Today the town of Düsseldorf has also become a highly respected cultural center and an international fashion landmark. Though there are only 650,000 in-

habitants in the town itself, the surrounding cities tally a strong 27 million.

The inner secret of this young metropolis of fashion lies in its history. Its name stems from a former fishermen's village (in German: das Dorf) and has blossomed into a thriving city.

Fashion has always been an intrinsic part of the scene. In the past, the Dukes and Electors in the royal residence town of Düsseldorf were blood-related and politically involved with the Dukes of Burgundy and the Kings of France. As was most of Europe, they were also keenly interested by the newly discovered esthetic splendors of Italy. From Burgundy and France came the fabulous materials immortalized in Hans Holbein's numerous portraits of the aristocracy, whereas many a deft tailor was brought in from Italy to design elaborate costumes for the court nobles.

One of the early high points in Düsseldorf fashion took place during the splendid wedding of Jakobe von Baden, Duchess of the City, who, strongly inspired by the fashion of the Spanish Court, always wore black dresses. After the Thirty Years War, around the 1650s, the ladies of Düsseldorf inaugurated the *decalais*, uncovering lots of bosom, sprinkled with lace and flowers, generally in pastel colors, all directly inspired by the French fashion pamphlets.

Today, if one makes careful note of the names above the shops along the "Kö," as Düsseldorf's main shopping artery is affectionately called, many are still French and Italian. In the past decade, the business community has acquired another economic pillar to rely on the trade fairs. Figuring especially strong are the IGEDO women's fashion shows that bring buyers from around the world six times a

year and are considered high among the fashion world's trend-setting forces.

Created in the first half of the 19th century, with the Düffel River running down its center, the 812-meter-long, and 81.9-meter-wide "Königsallee" will soon celebrate its bicentennial anniversary. All the biggest international names in men and women's clothing boutiques, as well as textiles, porcelain and jewelers, can be found here and the elaborate window displays have nothing to envy those in Paris or Milan.

Henning Wagner, owner of the Herpich store in the "Kö-Center," who remembers the international clientele from the prewar days in Berlin, says that the many trade fairs and businesses taking place in Düsseldorf provide the city with customers throughout the year. "For the past two years now we have been concentrating on fashion at its



Düsseldorf is a city that respects its past while keeping a keen eye to the future. It's a city for people — manageable in size, and boasting, well within the city limits, large, lovely open spaces of land.

Düsseldorf is also a seat of international business and a center for Germany's ever-emerging fashion industry. Starting tomorrow, the city's IGEDO Fashion Trade Fair will provide a world forum for German fashion.

most luxurious and most selective," adds Wagner.

The increasing demand for shop space is another recent novelty that has been met with the mushrooming of fashionable shopping galleries. Most recent is the newly built "Kö-Galleria," a long, modern three-story arcade with many ele-

gant stores. At the northern end of the "Kö" lies the Hofgarten, an irregularly shaped park with a wide array of trees, fountains and sculptures. The "Hofgarten" also offers many cultural attractions such as the North Rhine-Westphalia Art Collection, built around 88 of Paul Klee's works in the Château Jäger-

hof, a lodge dating from the 18th century.

History aficionados should definitely take the time to visit Castle Benrath, only a few minutes out of town by car or public transportation. Built in the second part of the 18th century, this bright pink palace comes as a refreshing surprise

(Continued on Page III)

The Five-Billion-Dollar Secret

If you've wondered who's the mastermind behind the 500,000 auto bumper-suckers visible around Germany sporting the motto "fashion is my profession," then you probably should know more about IGEDO and its general manager, Manfred Kronen. Located in Düsseldorf, IGEDO organizes the biggest displays of women's outerwear fashion in the world. And starting today, when the IGEDO fair opens its doors, more than 2,500 exhibitors from 30 countries will congregate for five days in the 15 malls of the huge fairgrounds.

"People come to our fairs to buy," says Kronen, the driving force behind IGEDO. "Our business is a little like show business. We bring together buyers and manufacturers from all over the world, who do 60 percent of their buying here." According to market surveys, this represents sales of U.S.\$5 billion.

Only 24 exhibitors came to the first IGEDO fair in 1949. The following year, the number had increased to 300. Today at least 200,000 buyers come each year from 73 countries to attend the six yearly shows, confirming the worldwide importance of Düsseldorf as Germany's new fashion capital.

"The key to our success is organization," says Kronen, who began



Above: Manfred Kronen, Chairman, IGEDO International Fashion Trade Fair, Düsseldorf. Right: Fashions by Marc Cain, one exhibitor at the current IGEDO fair. Far right: Sweater from the Joop knitwear collection.



his professional career as a lawyer and took over the direction of IGEDO from his father 20 years ago. He attributes to the legal profession his logical approach both at work and in life.

Kronen believes that the key to success is timing. "The right fashion

at the wrong time is the wrong fashion," says the 50-year-old entrepreneur, who is probably one of the most popular figures in Germany's fashion world. "We start planning a show five years in advance," he adds. "Some of our dates for 1992 are already set."

IGEDO, as a monopoly, is open to all applicants. With 15 halls and 160,000 square meters there is definitely enough room for everyone at the fairgrounds. Built in 1974 by the town of Düsseldorf, the new Exhibition Center has proven a haven of organization both for the

buyers and the exhibitors who use the rolling carpets to go from one hall to another.

A mere 15 minutes from the international airport, on the outskirts of the city itself, the fairgrounds provide numerous amenities. Several restaurants cater to



various tastes: "There is also a small supermarket, a hairdresser, a bank and even a sports center, complete with swimming pool.

IGEDO's marketing efforts are substantial. Besides organizing seminars, IGEDO publishes fashion supplements for German newspapers, covering the latest facts and trends in the fashion market. And their "professional" newspaper, published in three languages, is mailed to 120,000 potential buyers around the world.

From his busy office in the Fashion House, located very close to the fairgrounds, Manfred Kronen has taken on the challenge of making

German fashion as popular as its Italian and French counterparts.

"We have industry specialists out on the streets keeping their eyes out for new styles and predicting trends one and a half to two years in advance," says Kronen, who, incidentally, believes that his industry's real competition comes from electronics, entertainment and whatever other things people elect to do with their disposable incomes.

Most agree that the particular distinction and strength of the German fashion fairs is selling reasonably priced mid-ranger garments that are cheaper but of comparable quality with the designer clothes. Traditionally, productivity and reliability have been the enduring trademark of German manufacturers. But until recently German fashion has lacked a solid image. "It's almost impossible to make a good press photo of punctual delivery," quips Kronen. "But German fashion is acquiring more and more an identity of its own and is getting increased worldwide recognition."

Even though recent exchange rates have caused a temporary setback in the figures, 1986 exports still increased by 10.9 percent, plac-

(Continued on Page IV)

Flamboyant Wunderkinds Style a Revolution



It's easy to believe 36-year-old Ursula Conzen's motto "less is more." The first impression one gets from this German fashion designer is one of intended understatement. And it's precisely this type of understatement that her international clientele appreciates in her products.

Conzen lets her fashion speak for itself. Like the designer, it is attractive, smart, stylish, unobtrusive and totally self-confident, featuring simple cuts in toned-down, earthy colors and top-quality materials.

Ursula Conzen grew up in Düsseldorf as the second-youngest daughter of a highly respected art

and antiques dealer — not exactly the kind of background from which she logically would launch a successful career as a fashion designer. "I was always fascinated by clothes," recalls Conzen. "As a child, however, I usually wore the clothes discarded by my older sisters. By the time I'd finished wearing them, they were worn out and my younger sister would get the new clothes."

In 1969, Conzen went to Florence and Perugia to study language and quickly was drawn to the thriving Italian fashion industry. She began working for Italian knitwear manufacturer Umberto Giunchetti, and very soon found herself immersed in the world of fashion, totally fascinated and already bitten by the creativity bug.

Encouraged by Giunchetti, she soon decided to launch her own collection. Being thorough as well as ambitious, however, Conzen chose to perfect her own skills first, spending three years back in Germany working free-lance for Jil Sander, the famous designer.

Backed by Giunchetti, Conzen presented her first collection in 1983. "Less is more" has proven to be a program with potential. By the end of 1983, the Ursula Conzen company, featuring her collection



of high-quality knitwear manufactured by Giunchetti, had a turnover of 16 million Deutsche marks. The collection also includes handbags, belts and shoes, and has expanded swiftly well beyond Germany's borders to Switzerland, Austria, Belgium, Holland and Finland, as well as to Canada and the United States.

As for her private life, Conzen is open about her penchant for the Italian equivalent of *joie de vivre*. She spends much time in Milan because "it's a city where people don't just live in order to work, but

always find time to indulge in the pleasures of life."

High among these pleasures are trips to Positano, on the Amalfi coast, and skiing holidays in Saint-Moritz, as well as frequent golf tournaments, extensive reading and a keen interest in modern art. As so many young working women today, Ursula Conzen leads a double life that balances her career and her private life. "It's not always easy," she admits, "but it's nice to have both."

— Mary Deschamps

Hailed as one of Germany's fashion fore-runners, multifaceted Wolfgang Joop is much more than a talented stylist. He's also an excellent interior decorator and a former journalist who teaches a fashion course at Berlin's Fine Arts Academy.

Tall, blond and handsome, Joop has been raking in the fashion awards since 1970 when he won three major prizes during his first designer contest. By 1981 he was presenting his own ready-to-wear women's collection, followed by a men's line four years later. In addition he designs a wide range of accessories and some jewelry.

"Fashion is a demanding mis-



stress," said the 40-year-old Joop during a recent interview from Hamburg, where he now lives. "The German manufacturers have a longstanding reputation for producing top quality. But what has been lacking in this country is an identity for stylists as individuals and there is a definite German style blossoming out."

Born in Potsdam, Joop grew up in a family that was very involved with the art world, especially with paintings. Fascinated by such historical figures as Frederick the First of Prussia, Joop says that his style

has always been a combined inspiration between the past and the future. "Fashion is part of our roots and our culture. It has transpired through our history and artistic involvement," adds Joop, who also believes that today's woman should be dressed like a "real woman," with a strong personality.

"I really admire the way Marlene Dietrich was dressed in her films," adds Joop, who has designed seductive, feminine clothes for film actress Hanna Schygulla.

More than any of his contemporaries, Joop has a distinctive stamp. His tantalizing colors and themes are a perfect combination of drama and self-confidence.

Sold all over Europe and also several big department stores in the United States such as Saks Fifth Avenue and Bergdorf-Goodman, Joop's clothes carry a rather steep price tag. With reason, however: they have that irresistible and unmistakable mix of haute couture quality conceived in a young way.

Wolfgang Joop's fashion shows are always the big event of the season. Last year, at Düsseldorf's 150th IGEDO presentation, security checks of all journalists and buyers created a certain amount of delay and annoyance. But as soon as the show started, all was forgotten.



As usual, the Joop show was new, exciting and very different.

For this month's presentation, the main theme of Joop's collection is "neo-Renaissance." His clothes will be presented by models during a formal sit-down dinner. After passing around the tables, the 20 models will each sit with the buyers at a seat specifically reserved for them at every table.

When in Düsseldorf, Joop always stays at the Park-Hotel and makes it a point to drop by the Tamarin Café, named after his favorite painter, Tamar de Lempicka.

— Mary Deschamps



Margaretha Ley has been fascinated with fashion since she was a child. Her dossier reads somewhat like a fairy tale: young Swedish girl studies with the designer to her country's Royal Court; is persuaded to enter the Miss Sweden contest — and wins; becomes a top fashion model in Paris, where she learns the fine points of design and production from the masters; joins one of Europe's most famous haute couture salons in Vienna; and, in 1979, with her husband, Wolfgang Ley, creates a highly successful line of women's clothing.

Fairy stories aside, Ley can attribute her success to lots of hard work and abundant energy. Besides guiding an international design team, she frequently travels worldwide, keeping up-to-date on the latest trends, seeking the best in fabrics and yarns for her collections, and making numerous personal appearances in stores around the globe.

Her company, ESCADA, features a competitively priced separates collection of clothing, accessories and shoes that are closely coordinated by color and design. The customer is encouraged to mix and match, creating a look that reflects her unique style. According to Ley, what unites ESCADA customers is their love of beautiful clothes and the desire to project their own personalities.

Beyond the product, however, ESCADA is a thriving, innovative business which has seen significant success and expansion through its embrace of technology and sound merchandising strategies.

Everything that carries the ESCADA label is designed and manufactured in West Germany. Attention to detail is emphasized at every step of the production process, ensuring the perfection of each finished product — correct colors, well-finished hems, seams and collars, buttons that won't pop off. From the first selection of the yarn for a sweater or fabric for a skirt, to the final hand pressing each garment receives before being placed on a hanger for shipment, quality control is key.

Greatly facilitating ESCADA's quality control, rapid expansion and worldwide recognition, has been the innovative use of technology. Working with computer experts, the Leys have devised and implemented ingenious methods to simplify and standardize nearly every step on the production path — from creative concept to shipping.

Among the many systems now in place is an automatic optical color positioning system which eliminates fabric waste by determining the optimal pattern layout for each design and textile.

Beyond product and technology, however, the Leys have turned their attention to presentation. "Creating the ESCADA concept with clothing and accessories was not enough," says Margaretha Ley. "I wanted to create a totally new lifestyle through fashion and communicate it to the women who are my customers. The only way to accomplish this was by developing our own system of store design."

Thus, Store Design GmbH was

born. Its sole function is to design all ESCADA departments and boutiques, down to the tiniest visual detail. Each element — walls to windows, display cases to door-knobs — is chosen to reflect the ESCADA image and to demonstrate the company's concern for fine quality and workmanship.

— Wendy Mallinson

Through transformations and incarnations, changes of name, of country and career, she remains triumphantly on top. This is Caret Pfeleger, former model and gallery owner, and now a major force to be reckoned with in the widening world of German fashion.

Her brick mansion in Marienburg, outside Cologne, seems cool and light, an accurate reflection of its owner. Her aura of gentle calm and capability was hard-won, and she works to maintain it. "I'm rather temperamental by nature," she admits. "Impatient and sensitive. That's what people accuse me of sometimes, meaning, probably, that I'm too emotional. But after all, creativity consists mostly of sensitivity. And if you killed that, you'd kill me with it."

And how does she define creativity?

"Being able to think ahead," Pfeleger responds. "Doing your own thing, making your own music. To complete the analogy, you ought to be able to recognize who the tune,

the design, is by. You have to maintain continuity, but at the same time always be trying something new."

Continues Pfeleger, "I am a chameleon. I could slip into any role. Perhaps I would have been a good actress. But you can express yourself in many different ways."

She's had more chances than most to try out different roles, names and opportunities. Her first incarnation was as a girl called Katharina, growing up in Cologne with a strong, dynamic mother who sought success for her daughter. After high school and a few subsequent semesters studying art history came the first transformation: Katharina became top model Karina, a star in the era of Mary Quant and the Beatles.

Karina worked for the famed Ford model agency and then, in an abrupt turnaround, "I gave up modeling within a year." She returned to Germany shortly thereafter, accompanied by her husband and child, having married lawyer Horst Pfeleger.

A short breathing space ensued, during which Pfeleger channeled her energies into a different medium, running a Munich modern art gallery.

But the pull of fashion proved strong, this time from the creative side. Pfeleger had no experience in a design studio, but she had, during her modeling days, paid her dues as a student at the Fashion Institute of Technology in New York.

In 1979 she presented her first



collection. The line met with swift success: in 1983, 1985 and 1987 Caret Pfeleger received the "Fil d'or" international fashion prize in Monte Carlo.

Another fast rise to the top? While relishing her success, Pfeleger has not lost sight of the downside of her profession. "One invests so much... time, soul, sleep, private life... The last few years have been quite difficult for German fashion designers. The pioneer years, so to speak, with the first big international successes."

Undeterred, Pfeleger does her part as a spokesperson for her industry. She appears frequently at designer shows in Munich and Düsseldorf, on television and in the international press, discussing her field, her friendly competitors, and their common cause: promoting German fashion to the world.

— Wendy Mallinson

German Fashion Attracts a U.S. Audience

What do American fashion buyers think of when the European fashion scene is discussed? Paris, Milan and London constitute the traditional choices. Today, however, Düsseldorf is increasingly being added to the list of fashion centers American buyers must visit in order to remain at the forefront of international style.

For the American buyer, IGEDO offers several attractions, according to Dirk Meumann, president of New York-based Düsseldorf Trade Shows, Inc., the company that represents IGEDO in the U.S. In evaluating the fair's value to U.S. buyers, "there are actually two things you have to look at," Meumann says. "You look first at the international element of the fashion shows, which is of interest to buyers who want to go to one place and find all the lines from all the manufacturers from Italy, France, Spain and beyond; South America, Ireland and Israel."

However, for many Americans, he points out, it is the German presence that is of particular inter-

est at IGEDO. "For those buyers who are longing for the particular German lines, IGEDO offers everything from couture to ready-to-wear, sporty fashions, young fashions, even bridal wear and accessories."

It is this German "accent," as Meumann puts it, that his office stresses. "When our offices opened in New York in 1982, we started to promote Düsseldorf and IGEDO in a totally different way. We felt that the American audience would look to Düsseldorf as a German fashion place and expect German fashions. So our emphasis was to support the German fashion statements from Düsseldorf and not so much the international part of it.

"On the couture side," he recalls, "the question always was, 'Is there fashion in Germany?' Now it's become quite popular, and there are many people in the U.S. who are very familiar with Düsseldorf and go there at least once or twice every year."

According to Meumann, the

American buyer now recognizes IGEDO as one of the premiere centers for discovering new talent. "I think the IGEDO shows are one of the American buyers' best resources for finding new lines, interesting new lines that have a distinctive image. The German designers say something to the American buyer that other national fashions don't."

The "special statement" German designers make is of particular interest to American buyers because of similarities between German and American lifestyle attitudes. "German fashion is wearable fashion. It's still couture, but it's not extravagant in the sense that you can wear it only on very special occasions," Meumann points out. German fashion has attracted a loyal and growing American following because "it's done for women who are looking for something that's career fashion as well as sporty."

Meumann maintains he has seen significant changes in American recognition of the German industry in the last four or five years. "I think it will not take much longer in the U.S. for Düsseldorf to be considered a must stop on a fashion trip to Europe. If an American buyer goes to Paris or Milan and now takes a little detour to Düsseldorf, I think in the very near future, if not already, the attitude will be different. Everyone will have to go to Düsseldorf to stay ahead of what fashion is all about."

— Murty Alexander

The Texas Connection

Dallas Market Center executive VP Donna Knox decides whom and what to exhibit in the world's largest fashion showcase building, home to more than 2,000 permanent exhibitors. Personable and efficient, in her early thirties, Knox describes the job as that of marriage broker, on the wholesale level, between buyer and seller.

Two years ago, Knox was looking for "something to provide a different positioning from the store next door: America is in a sameness mode, with the same merchandise everywhere," she said. That's when she met her European counterpart in the form of Manfred Kronen, president of IGEDO.

It took only a few hours together in Düsseldorf before a partnership was formed. Says Knox: "Manfred Kronen was eager to export, but didn't have the tools in place." In short, he "seemed ready." The partnership is based, she says, "on our conviction that we'll both work hard to make this show work." Says Kronen about Knox: "She's fabulous. She decides immediately."

Düsseldorf now comes to Dallas twice a year. The original plan called for just one show, but the first, last October, produced so many requests from buyers to come back in the spring that a second has

been set for March 19, right on the heels of IGEDO's current European fair. (While the October Dallas show was also called IGEDO, difficulties with pronunciation and definition have led to a change; henceforth it will be called "Fashion Europe: Dallas.")

Exhibitors at Düsseldorf, in fact, literally pack their bags one day, fly to Dallas, and take the stage the next. Because everything's set up permanently in Dallas, they don't have to bring their own exhibits — which saves a lot of money. "That was definitely a selling point for Mr. Kronen," says Knox.

The Dallas Market Center offers three other main advantages, according to Knox: its owner, Trammel Crow, is a substantial company — the U.S.'s largest owner of real estate — thus offering the possibility of a long-term relationship; Texas is a right-to-work state, so things can often be done at lower costs than elsewhere; and the Southwest is one section of the U.S. that has had relatively little exposure to Europe. Finally, adds Knox, "We say you will reach 20,000 people." And after Dallas — which holds the first shows for both spring and fall — Knox encourages the European exhibitors to go on from there to New York, Los Angeles, Chicago...

Born and bred in Dallas, Knox

worked hard to make the Dallas Apparel Mart (the fashion building of the Market Center complex) Dallas' brightest star. While it might be compared in purpose to New York's Seventh Avenue, its style is Texas deluxe: all doors open onto a central atrium large enough for two 747s; placed wing-tip to wing-tip; and 19 restaurants serve every whim.

Personally, Knox has lined 11.2 miles of corridor with a finely tuned combination of exhibitors, now at 98 percent occupancy. She explains that the mix of exhibitors, as well as their physical placement, are important considerations. "And you must always be creating and following trends: for example, so that when 'western' starts to re-emerge, you can be sure it's there, and that it's packaged so the buyers know it's there."

The Apparel Mart also hosts five trade fairs a year, at which time Knox organizes fashion shows three times daily in the Great Hall "to educate the buyers. It's a circus atmosphere, but people are doing business," says Knox. The Apparel Mart presents the Dallas Fashion Award, which last October went to Margaretha Ley for Outstanding Sportswear Designer.

On the subject of German fashion, says Knox, "Its number-one selling point is quality — helped by a reputation for prompt deliveries — and bolstered in the last five years by a new emphasis on fashion." She points out, however, that

"what Manfred has is not just German fashion. We wanted to see Italian, French, British and German — and he has all four showing in Düsseldorf."

Once the decision was made to go with Düsseldorf, Knox's work had just begun. To explain the identity of the Apparel Mart's 20,000 buyers, Knox developed special mailing lists for each fashion category. She also helped exhibitors develop marketing plans for the U.S., including advice on where to advertise, and specific aid in creating such related materials as videos.

Knox also gives "expert seminars" to prospective exhibitors. "We spend an entire day telling them how to export to the U.S.," she explains. At one, for example, with 123 companies represented, she brought together a retailer, a banker, a sales representative, a marketing specialist, and a customs/freight agent. "Once you get the process down, exporting is not as difficult as it's perceived. The challenge is getting to U.S. customers, and then getting it through."

Finally, with 2,000 permanent exhibitors at the Apparel Mart, Knox encourages the Europeans to form individual relationships that can provide ongoing support.

To what does she owe success — both hers and Kronen's — in this field? "It's based on a simple formula: if you talk and listen to people, if you ask enough questions, you will get the answers."

— Mary Carpenter

Germany's Fashion Tycoon

From his spartan headquarters in Wattenscheid, Klaus Steilmann masterminds a multi-million-dollar fashion empire that is considered one of the market leaders among Western Europe's manufacturers of ladies' outerwear.

But don't try calling him on a Wednesday afternoon. Certain things are sacred. And as captain of the Wattenscheid football team, Steilmann takes his job seriously, just as seriously as he takes his leading position in the fashion industry.

Steilmann's career in fashion began in the fifties, when he worked as a buyer for the C & A stores. In 1958, he founded his own company, starting out with women's coats and jackets, then extending his lines to include sportswear. Historically, the time was right: the German business community was beginning to benefit from what has been called "the economic miracle."

When the tides turned and the clothing industry suffered from the economic recession of the sixties, Steilmann was one of the very few who sensed the need for resourceful design and technical flexibility. With half of the German textile companies going under and unemployment in the fashion industry

peaking at 53 percent, Steilmann's factory was still operating securely with a substantial turnover. His secret? Orders from buyers were not considered on a seasonal basis, but on a monthly one.

A down-to-earth marketing philosophy has also helped him to weather the tough times. The Steilmann motto has always been: "Never go for high prices. If possible, stay in the mid-to-lower price ranges."

Last year 21 million coats, dresses, skirts and blouses were produced by the Steilmann factories, and his turnover was U.S. \$649 million, nearly one-tenth of Germany's entire ladies' ready-to-wear turnover. The group, comprised of nine companies, is supplied by 34 factories, and has 82 designers. "Our designers improve the image of German fashion as a whole," says Steilmann, who is also ready to bring in talent from abroad. The most recent addition to the Steilmann force is French couture designer Jean-Claude de Luca, who represents a DM 2 million investment for the company.

As with most German fashion manufacturers, exports have seen a strong increase in recent years. The best clients are other European countries, which constitute 60 per-

cent of all exports, followed by Japan and Canada.

But even the soundest strategies can sometimes be hindered by negative outside factors. Having increased by 14 percent in 1985, the Steilmann company's overall turnover saw a drop in 1986, though by less than one percent. "The decline in the dollar and the pound have definitely put a damper on the export figures," sighs Steilmann. "We'll hardly make any profit this year in England."

In contrast with other German fashion brands, business with the United States has never really taken off for Steilmann. In 1986, Escada registered exports of \$30 million to the States; Bogner, \$10 million; and Boss, \$5.5 million. So far, however, Steilmann has only reached a state-side turnover of \$8 million. "But at least we haven't made any losses," quips the chain-smoking tycoon, who likes nothing more than to have a good haggle over a price.

Company plans include increased production in the spring. Assuming the continued strength of the European market, 1987 should be a good year for Klaus Steilmann.

— Mary Deschamps

Winter Outlook: Five Innovators Predict



Jürgen Felser has well-established design credentials, with both his own collections and the L'Estelle line. His new collection for fall/winter '87/'88 features very English styling: pleated skirts, muslin and cashmere.



Her unique and luxurious designs keep Ella Singh in the limelight. She designs for women with a strong sense of identity, those who have mastered the art of appearing in public. Says Singh, "I just love to make something beautiful for women who, like myself, would rather feast on caviar than pick at kippers."



Considered a star in the KAB (Club Avantgarde Berlin), Brigitte Haake has built a reputation for experimenting with new and unusual materials. Her current line is very feminine, yet sophisticated.



Small and delicate are keywords for the collection of Lauren Moeck, who works in a small town in North Rhine-Westphalia and lives in Berlin. She prefers a "pure" look, with perfection in cut and rich, lush materials.



The My Style Collection, designed and created by Jean R. Vermeulen, is known for its line of elegant dresses and particular attention to fabrics. The first show is being held at IGEDO this month.



The French Connection

"The big boom in fashion is definitely taking place in Germany," says French designer Jean-Claude de Luca, who has recently signed a licensing contract with the Steilmann company, based in Wattenscheid. "Today the same thing is happening in Germany that took place in Italy ten years ago," adds the cosmopolitan stylist.

Having spent most of his life designing women's couture lines in Paris and Milan, de Luca recently turned his interests toward Germany, feeling that it was the only country in which he could find a reliable industrial group to back his designs and promote his fashion ideas and concepts. "The problem with Italy," says de Luca, "is that the clothes are too expensive and, aside from a few big names, are very poorly distributed. In France there are no textile factories, and in the United States the markets are either too wide or too small."

"All the buyers and journalists I have met in the past two years have advised me to take a look at the German market. Having made several contracts with companies a year ago, I decided Klaus Steilmann was the one I really wanted to work with. I was very impressed with Steilmann, both on a personal level and on a professional one. His personality immediately appealed to me, and was a strong, decisive factor."

He continues, "When I called back after six months and went to see him, we spent five hours discussing my new concept of fashion. I call it 'creative distribution,' because it offers the customers haute-couture quality at ready-to-wear prices."

Though he travels frequently, de Luca has remained faithful to his Paris roots. After receiving his law degree in Italy 15 years ago, de Luca decided his real vocation was the world of fashion. Introduced to Hubert de Givenchy by illustrator René Gruau, he worked as the designer's assistant for two years. "It was hard work," recalls de Luca, "but it's really the only way to learn

the trade. From there I was able to launch my own collections both in France and Italy."

Today he designs from a studio located eight off his spacious, newly located second-story apartment in Paris' seventh *arrondissement*, overlooking a quiet garden. "There is no doubt that Paris remains the fashion capital of the world," says de Luca, "but the frontiers between countries tend to disappear more and more, and the fashion centers seem to be changing. On a recent visit to Düsseldorf, I was really impressed by the vitality of the city and the elegance of the women walking along the streets. The Königsallee is definitely as glamorous as Milan's via Monte Napoleone or New York's Fifth Avenue, and I am looking forward to presenting my clothes there."

"My collections are designed for the international executive woman," continues de Luca. "Today's women lead the same life as men and their comfort is an essential factor. My fashion takes into consideration that women work in offices and do extensive traveling. But in order to confront her every-

day life, a woman also has to have a wardrobe touched with a sense of humor. She should never be outdared; nor should she be a fashion victim."

The Winter 1987-88 Jean-Claude de Luca collection presented at Düsseldorf's IGEDO, under the Steilmann patronage, will reflect these ideas, and more. Six day lines and two evening ones feature very simple, minimalist cues as well as easy-to-wear evening fashions. Many de Luca suits have short, wide skirts and long coats. "Color coordination is very important," he says. "This is why I have created sweaters, skirts and pants as well as coats that can be mixed and matched."

"The IGEDO fair is a fantastic work instrument," adds de Luca, who admits to being not very keen on the concept of trade fairs in general. "But in Germany everything is so well-organized and so ideally suited for buyers that I really am looking forward to taking part in all the events planned here throughout the year."

— Mary Deschamps

Important IGEDO Information

IGEDO* offers an unmatched opportunity to view Europe's most complete, saleable fashion collections. Following are some facts about the fair:

Where it is. Düsseldorf Fairgrounds, Düsseldorf.

When it is. March 8 to 12, 1987.

What's showing. Collections of knitwear, coats, suits, blouses, skirts, pants, leathergoods, accessories, millinery, lingerie, foundations, swimwear, and fashions for the home, in all price ranges.

Who's showing. Over 2,500 exhibitors include all major German designers and manufacturers as well as such world-renowned designers as Guy Laroche, Balenciaga, Pierre Balmain, Mariella Burani, Byblos, Cerruti, Adolfo Dominguez, Katherine Hamnett, Iceberg, Claude Montana, Thierry Mugler, Nina Ricci and Ralph Lauren.

Upcoming IGEDO fashion fairs for Spring/Summer '88 fashions: Collections Premieres, Aug. 2-4; IGEDO Internationale Modemesse, Sept. 6-10; IGEDO - Dessous, Sept. 6-9.

* For the curious, IGEDO stands for *Interessengemeinschaft für Damenoberbekleidung*.

DÜSSELDORF (Continued From Page 1)



Bertholt Castle, built in the reign of Carl Theodor in the 18th century.

amidst the heavier neoclassic architecture in the area. On foot or by boat, there are several other possible outings along the banks of the Rhine, especially during the warmer months of the year.

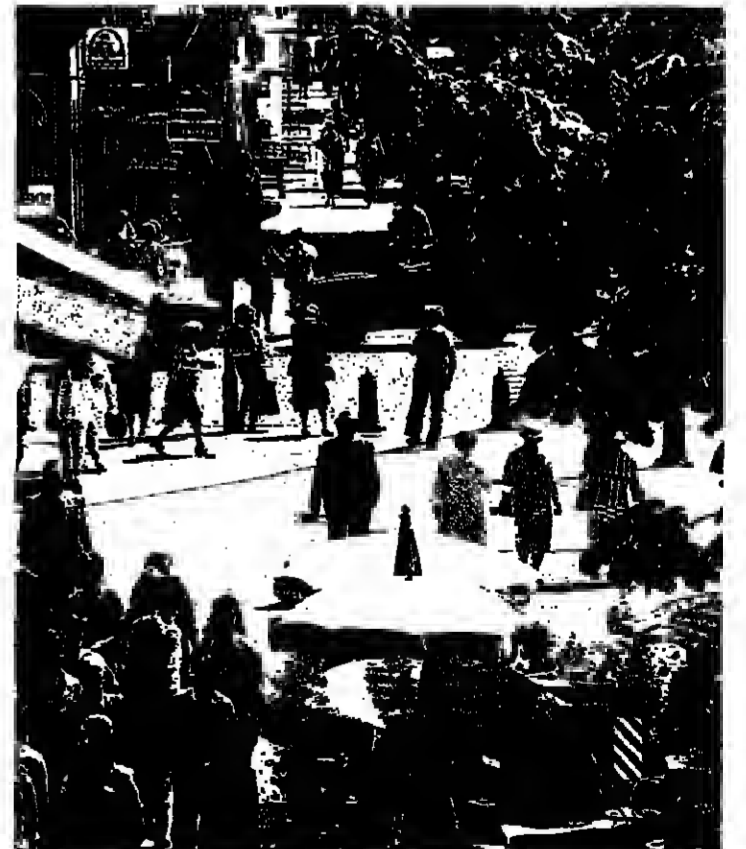
From the top of the 234.2-meter-high telecommunications tower one can enjoy a breathtaking view over the Altstadt, the Rhine and, if weather permits, as far as the Bergish Land, Cologne Cathedral, Duisburg and all the way to the Netherlands.

In the Altstadt, (the old part of town), the visitor will find a well-balanced array of pubs, restaurants, boutiques and art galleries. The romantic cobblestone streets and pedestrian zones of the Old Town

provide the visitors with an ideal opportunity to plunge into Düsseldorf's historic center. The shops in that part of town have the advantage of being less expensive than on the "Kö" and many smaller avant-garde designers have chosen to set themselves up there.

While Düsseldorf has developed as an internationally renowned trade-fair and fashion center over the past ten years, the local burghers and the visitors have also changed, becoming more and more cosmopolitan and eclectic. Whether on the "Kö" or in the Altstadt, one frequently encounters prominent personalities from the world of finance, international jet-set, politics and the arts.

"In Germany we have no real



Nicknamed the "Kö," the Königsallee is a prime shopping promenade featuring a wide range of international boutiques, coffee and restaurants.

capital," says Manfred Kronen, director and organizer of the giant IGEDO fairs. "Berlin is now an island, Bonn is the seat of government, but not much else. In the absence of a real metropolis, I think it fully deserves its title as fashion metropolis."

— Mary Deschamps

Düsseldorf Data: Where to Go, Where to Stay

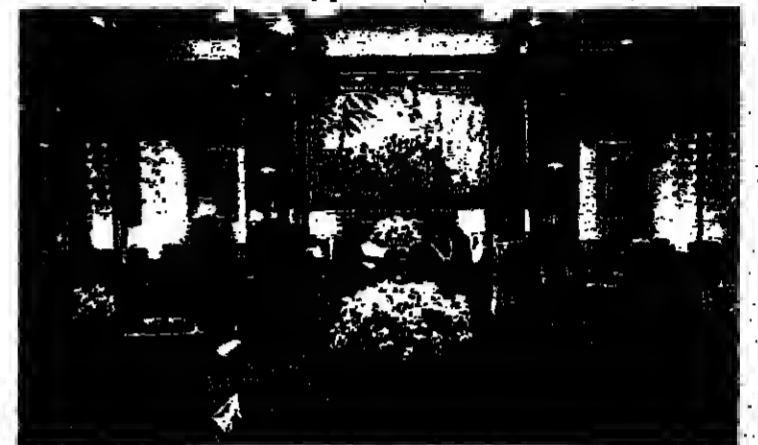
"During the IGEDO fairs, the entire town takes on a different rhythm. Its success is a fact that the fashion world cannot ignore any longer," says Marco Tortiani, manager of the Breidenbacherhof Hotel, recognized as one of Europe's grand addresses. Located in the heart of Düsseldorf's business and shopping district, the 154-room hotel carries on a tradition of excellence and personalized hospitality begun more than 150 years ago.

"Whenever an important fair takes place, there is a huge waiting list and two-thirds of the rooms are booked months in advance," admits Tortiani, who also organizes small high-class fashion shows in some of the carefully decorated salons. Tortiani took over as hotel manager a year and a half ago when the Breidenbacherhof was brought back from the Linsemeyer family by Georg Rafael, formerly with the Regent group.

"Being in the hotel business is a little like being in the fashion business," says Rafael. "It gets into your blood."

Rafael has chosen Düsseldorf as the flagship for his new venture — the Rafael Hotel Group — because he finds "it is a marvelous and highly underrated city with enormous potential." He also believes it is one of the most fashionable shopping cities in Europe.

With 65,000 hotel beds available in Düsseldorf and its surroundings, the traveler can choose from many possibilities.



The lobby of Düsseldorf's Breidenbacherhof Hotel, one of Europe's grand addresses.

In addition to the lovely antiques on display and the white-glove service at the Breidenbacher Hof, there are several other luxury hotels in town, such as the Inter-Continental (called the Inter-Conti) and the Hilton International (Yankee amenities and very convenient to IGEDO and the fairgrounds), Hotel Nikko (operated by Japan Air Lines, a definite must if you like fresh flowers and can't live without sushi); the Steigenberger Parkhotel (European elegance in the Rhineland style). First-class hotels that are not too far from the IGEDO fairgrounds include the Arcadia, the Günnewig Savoy, the Holiday Inn, the Rheinsteri Pentas, the Ramada and Ramada Renaissance.

There are many smaller hotels around the fairgrounds, one of which is appropriately named the Fashion Hotel (practically opposite the Düsseldorf Fashion House).

- Hotel Breidenbacher Hof; Heinrich-Heine-Allee 36; D-4000 Düsseldorf.
- Hotel Inter-Continental; Karl-Arnold-Platz 5; D-4000 Düsseldorf.
- Hotel Hilton International Düsseldorf; Georg-Glock-Str. 20; D-4000 Düsseldorf.
- Hotel Nikko; Immermannstr. 41; D-4000 Düsseldorf.
- Steigenberger Parkhotel; Corneliussplatz 1; D-4000 Düsseldorf.
- Hotel Arcadia; Ludwig-Erhard-Str. 2; D-4000 Düsseldorf.
- Günnewig Savoy; Oststr. 128; D-4000 Düsseldorf.
- Holiday Inn; Graf-Adolf-Platz 10; D-4000 Düsseldorf.
- Hotel Ramada am Seestern; Seestern 16; D-4000 Düsseldorf.
- Ramada Renaissance; Nördlicher Zubringer 6; D-4000 Düsseldorf.
- Rheinsteri Pentas Hotel; Emanuel-Luitze-Str. 17; D-4000 Düsseldorf.

If you plan on eating out during an IGEDO fair, it is best to make reservations because tables tend to fill up very quickly. Even IGEDO president Manfred Kronen has been known to be without a good table during one of his very own fairs.

Admirers of Japanese food will be happy to know that there is a very large nippon community in Düsseldorf, hence top-quality sushi bars and restaurants. There are many restaurants in the Old Town, where one can sample local specialties such as black pudding, cabbage with spare ribs, and knuckles of pork, served with the traditional Altbier. In addition to the standard German fare, there are also many restaurants with French and Italian cuisine. Here again, a number of possibilities with some brief comments.

- In Düsseldorf proper:**
- Dai-Tokai.** Mutter-Eye Strasse 1 (near Kommödchen) Tel.: 32 50 54. An excellent Japanese restaurant; sushi and sashimi.
 - Edo.** Am Seestern 3. Tel.: 59 10 82. Distinguished Japanese cuisine and traditional hospitality.
 - Grill Royal.** Breidenbacher Hof Hotel, Heinrich-Heine-Allee 36. Tel.: 86 01. Perhaps Düsseldorf's best and most expensive with haute German and haute international. For less expensive and simpler fare, try the Breidenback Eck (Corner), also in the Hotel.
 - Orangerie.** Bülker Strasse 30. Tel.: 32 60 01. Contender for first place among all the city's restaurants, this one's located in a charming old home.
 - Schiffchen.** Hafenstrasse 5. Tel.: 32 71 76. A local favorite in the Altstadt with an expansive menu and moderate prices.
 - Schlüssel.** Bolkerstrasse 45-47. Tel.: 32 61 55. Another Altstadt favorite with a robust menu and typical surroundings. A real bargain.
 - Uerige.** Bergerstrasse 2. Tel.: 32 81 45. A typical beer hall in the Altstadt which produces its own dark Altbier.
 - Zur Auster.** Bergerstrasse 9. Tel.: 32 44 04. One of the best fish houses in town. Tasteful decor.
 - China-Sichuan.** Graf-Adolf-Platz 7-8. Tel.: 37 96 41. Spicy sichuan haute cuisine.
 - La Crème.** Oberkasseler Strasse 100. Tel.: 57 56 72. In the French Mediterranean tradition.
 - De Medici Ristorante.** Amboßstrasse 3. Tel.: 59 41 51. Wonderfully Italian.
 - Dampfnudel.** Hohe Strasse 2. Tel.: 13 15 99. In the Altstadt, this café/restaurant specializes in local steamed noodles.
- Outside Düsseldorf:**
- Alte Rheinfahrt.** Fährweg 22. Düsseldorf-Kaiserswerth. Tel.: 40 11 34. Traditional German cooking in the northern part of town, beyond the airport, in a lovely garden with a view of the Rhine.
 - Meuser.** Alt-Niederlassel 32. Düsseldorf-Niederlassel. Tel.: 5 12 72. A favorite Düsseldorf area restaurant with a heavy atmosphere.



Above: Düsseldorf's Kunsthalle features exhibitions of modern art such as the current Miró retrospective. Inset: Nearby, Henry Moore's "Reclining Figure" graces the city's Hofgarten (Court Gardens).

Arts Scene: High Style, High Culture

In February each year, the State Art Academy of Düsseldorf invites the city's art aficionados to tour the academy's classrooms, where the students display their best works. The venerable old building seems to overflow with new ideas, new materials and media.

It is typical of the Düsseldorf art scene that the old traditions repeatedly give birth to new ideas, that a move to new horizons is ventured. The city's past and present merge to create an atmosphere in which art — brave, confident, sometimes crazy and wild, then contemplative and secretly romantic — looks toward the future.

Düsseldorf's cultural scene also has much to offer. The many theaters range from small puppet theaters and the political cabaret "Komm Jüdchen," to the great opera house and the "Schauspielhaus." Here, too, the exciting present links up with great memories. Gustaf Gründgens was at the Schauspielhaus, first as a student and then as managing director. The composer Robert Schumann once headed the Düsseldorf Symphony Orchestra.

Perhaps most notably, the poet Heinrich Heine was born in Düsseldorf. Collections and exhibitions at the Heinrich Heine Institute,

one of the city's three literary museums, document his life and works. Then there's the theater museum, showcasing the history of the stage in the city, as well as the most important Goethe museum outside of Frankfurt and Weimar.

Goethe once visited Düsseldorf and was fascinated by the collection of paintings that Prince Elector Johann Wilhelm possessed. This collection became Düsseldorf's first museum; however, as the result of chaos caused by war inheritance, the collection, with its great works of Rubens, went to Munich, where it still belongs to the famous Pinakothek. Düsseldorf fought against

it, and the loss became a political problem. As compensation, the state gave the city money for the erection of a new exhibition building. This became the "Kunsthalle," a center for changing exhibitions of current art. At the moment, a Miró retrospective is on display there.

What remained from the Prince Elector's collection became the basis of the city's present Art Museum. Artists from the Academy and patrons from the business community helped to expand the collection. The Art Museum is renowned for its collection of works from the "Düsseldorf School" during the Art Academy's heyday in the 19th

Düsseldorf's Footwear Fair: A Shoe-In for Success

latest collections at Düsseldorf's GDS International Footwear Fair.

The GDS is purely a shoe trade fair, and its strong international profile is unmatched by any competing event anywhere in the world. In Düsseldorf the visitor finds a broad spectrum of truly significant offerings, from suppliers experienced in exporting. In addition, domestic manufacturers always make a strong showing.

Why is the fair so popular? One reason is its timing: among the footwear fairs with worldwide, or at least international, significance, the GDS comes latest in the calendar. This means that the season's ongoing business discussions between important buyers prior to the GDS culminate at the collections presented there. Many of the season's discussions, indeed, are not "mature" until Düsseldorf.

GDS can attribute much of its continued success to the desire on the part of international buyers to take into consideration the very latest fashion trends when placing their orders. This reflects a growing uncertainty that stems from a market in continual flux — the risk of errors in ordering, and thus of unwanted stock increases, is ever-present. Thus emerges the wish to get as close as possible to the season in question before ordering to reduce any risks to a minimum. This is possible only at the GDS. The same is true for exaggerated price demands, which typically have come down to a realistic level by the time of the GDS.

The concentration of competitive suppliers at the GDS also makes additional services possible. Anyone requiring fast supplementary deliveries of current items can find them in Düsseldorf, as evidenced by the growing sales figures for immediate transactions.

\$5 BILLION SECRET (Continued From Page 1)



ing women's outerwear above the overall average for the industry.

With an annual turnover of over DM 11.3 billion and a 1.8 percent increase in last year's production, West Germany has maintained a prominent position as an influential producer and seller of women's outerwear.

German styling, in particular,

has seen a decided change in outside perceptions. In the last five years, a wave of good, new German designers has emerged and the world has taken notice.

IGEDO has taken a very encouraging and supportive stance toward these young designers, awarding an annual fashion-future prize to foster up-and-coming talents in the fashion world. Since September 1984, IGEDO has also organized the "Deutsche Designer Schauen Düsseldorf," a platform in which the avant-garde German fashion stylists can present their new ideas and concepts.

This broad outlook definitely is appreciated by those inside the industry as well as outside. For Kronen's 50th birthday party last year, 50 young Berlin designers sent him a string of 50 small toy bears, each one dressed in a different outfit designed by each designer.

"At IGEDO, our purpose goes way beyond just organizing fairs," says Kronen, who keeps a very close eye on the industry itself. "One of the big problems we have is the early markdowns in the stores. It diminishes overall profit. The customer is the key to success

and this is why we have six shows a year. It gives the buyers a chance to supply the stores with more novelties."

Manfred Kronen has many plans for the future, not the least of which is building a second Fashion House in Düsseldorf that will double its present capacity. When Düsseldorf Fashion House II is completed in 1988, buyers will have at their disposal a 50,000-square-meter building with a unique, year-round range of fashion, where they can buy directly from stock.

Four years ago, Kronen was also asked to participate as a consultant for the new exhibition center in Hong-Kong, also to be completed in 1988, and has made frequent trips there.

"Technology and logistics are the two areas where there is still a lot of money to be made," says Kronen. "But the most difficult thing in this industry is getting quick, accurate information. Why hasn't anyone thought of fashion data banks?"

—Mary Deschamps



Will Bogner, world-renowned sportswear designer, is the most recent addition to the Düsseldorf fashion scene. His luxurious new showrooms on the famed Königsallee are a prime forum for buyers from around the globe to see and order his new lines. And in the same building, the new Bogner specialty store stocks his complete sportswear collection.



J. Janard

DÜSSELDORF: The German Fashion Capital

Photos and illustrations, this section, courtesy of Udo Hoffke, IGEDO, and the collections of the individual designers.

Friday's NYSE Closing. Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

(Continued) 17 High Low Stock Div. Yld. PE St. 100 High Low Close Chg. Quot. Ope

Table of stock market data including symbols, prices, and changes. Includes sections for NYSE High-Lows and Company Results.

Table of stock market data with columns for High, Low, Stock, Div., Yld., PE, St., 100 High, Low, Close, Chg., Quot., Ope.

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U.S. Futures Via The Associated Press

March 6

Table of U.S. Futures data including symbols, prices, and changes.

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Jamaica Reschedules \$25.5 Million of Debt

PARIS—Jamaica has completed a rescheduling of about \$25.5 million of its official debt from the Paris Club of lender nations, Prime Minister Edward Seaga said in a statement.

Mr. Seaga said an agreement was signed Thursday with the Paris Club, which deliberates on government-to-government debt, to reschedule the borrowings due between April 1, 1986, and March 31, 1988.

"This is one of the best agreements reached with the Paris Club," Mr. Seaga said in the statement, released by the Jamaica Embassy late Thursday.

Mr. Seaga said the debt rescheduling, which has more favorable terms than previous agreements, "allows the liberation of new resources to permit us to increase spending for social programs."

Jamaica recently won a \$150 million loan from the International Monetary Fund. The country's global debt is estimated at \$3.2 billion.

EC Joblessness Totaled 17.1 Million in January

Company Results

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Dividends

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London Commodities

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Spot Commodities

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U.S. Treasuries

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DM Futures Options

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Paris Commodities

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Vertical advertisement on the right edge of the page, including text like 'Moët Acts to', 'Perelman Co', 'Net Rises 24%', 'Highest Tool Co.', 'To Reopen Talks', 'On Baker Merger', and 'COMPANY NOTES'.

BUSINESS ROUNDUP

Moët Acts to Foil Possible Takeover

By Jacques Neher
International Herald Tribune
PARIS — Moët-Hennessy said Friday that it is taking steps to block a possible bid to acquire the big French champagne and cognac company.

"It's a great French stock, one that everyone loves."
The company noted that the price of its shares has risen almost 18 percent since mid-February when the stock was trading at about 2,278 francs (\$373). Moët shares closed Friday at 2,678 francs, up 38 francs from Thursday.

Canadian Named To Head GM's Locomotive Unit

The Associated Press
DETROIT — The appointment of a Canadian executive to head General Motors Corp.'s Electro-Motive division has spurred speculation that GM may follow a consultant's advice and move locomotive operations to Canada.

In Soviet, 'To Each Cow According to Her Output'

By William J. Eaton
Los Angeles Times Service
PODOLSK, U.S.S.R. — An American company has installed the latest high-tech equipment on a state dairy farm here in hopes of helping the Soviet Union get more milk from each of its 40 million cows.



A dairy farm near Moscow that keeps 2,000 cattle, 800 of them for milk production.

Instead of wearing bells around their necks, the 400 cows taking part in the experiment wear transponders, or electronic identification tags, that are numbered from one to 400.
This enables a desktop computer to keep track of the amount of milk that each cow gives daily, to measure out fodder accordingly and to record when and how much the animal eats.

Perelman Considers Taking Revlon Group Private

The Associated Press
NEW YORK — Revlon Group Inc.'s biggest stockholder, MacAndrews & Forbes Holdings Inc., said Friday that it was considering a bid to take Revlon private in an acquisition valued at about \$715 million.

The stock was the most active issue Friday in New York Stock Exchange composite trading, jumping \$3.50 a share to \$18.25 on a volume of nearly 5 million shares.

erator Pentry Pride Inc. acquired Revlon for more than \$1.7 billion in November 1985, and the newly merged company adopted the Revlon name.

Net Rises 24% at Finnish Food Company

By Juris Kaza
International Herald Tribune
STOCKHOLM — Huhtamäki Oy, the Finnish food, pharmaceutical and packaging group that owns the U.S. candy maker Leaf Inc., said Friday that its pretax earnings rose 24 percent in 1986 to 148.8 million markkaa (\$32.9 million).

After accounting for an extraordinary charge against profit of 5.6 million markkaa, pretax earnings came to 143.8 million markkaa, up just 2 percent from the year before. By comparison, 1985 pretax earnings included a one-time gain of 26.6 million markkaa.

Bank to Auction Fermenta Stock

STOCKHOLM — Nordbanken, the Swedish banking group, said Friday that it would sell the 4.2 million B free shares deposited as loan collateral by Refat al-Sayed, founder and former chief executive of Fermenta AB, but said it would probably buy them back itself.

JAPAN: Banks Set to Pool Bad Loans in New Company

(Continued from first finance page)
Bankers were eager to have the company operating by the end of March, the close of Japan's fiscal year, because banks want to start the new year with a cleaner balance sheet.

Hughes Tool Co. To Reopen Talks On Baker Merger

Los Angeles Times Service
HOUSTON — Hughes Tool Co., in a surprising reversal, has decided to reopen negotiations to complete a proposed \$1.2 billion merger with Baker International Corp.

INJURIES: In Companies' Drive for Productivity, Many Workers Get Hurt

(Continued from first finance page)
Industry is actually much safer than it ever has been.
It's my impression that the concern for safety has never been higher, not only because of a concern for the workers, but because worker-compensation costs companies have to pay when employees are injured have never been higher.

AT&T Urges That Lid on Its Profit Be Eased

The Associated Press
WASHINGTON — American Telephone & Telegraph Co. asked the U.S. government Friday to lift limits on its profits, saying the change would lower long-distance rates and speed introduction of new phone services.

Herald Tribune PERSONAL INVESTING
Coming up Monday, March 9: Why Hong Kong has gained stature among global investors; A look at London's gravity-defying real estate market; Translating the expected surge in US profits into a strategy; The rebound in "junk" bonds. And much, much more.

COMPANY NOTES

Adelaide Steamship Co., a diversified Australian industrial and investment group, appears to have sold some of its 6.85-percent stake in Blue Circle Industries PLC, a British cement company, a Blue Circle spokesman said. There was no confirmation from Adelaide.

UP OVER 40 PER CENT IN LAST THREE MONTHS. NEGLECTED MIDDLE MARKET SHARES LEAD GROWTH. GREENWOOD INTERNATIONAL SECURITIES LIMITED

INTERNATIONAL HERALD TRIBUNE 100th CENTENNIAL
The International Herald Tribune Bringing the world's most important news to the world's most important audience.

INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) 6 March 1987

Table listing various international funds with columns for fund name, currency, and price. Includes sections for 'Other Funds' and 'AMERICAN FUNDS'.

Friday's MEX Closing. Tables include the nationwide prices for the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press.

Market data tables for various stocks and currencies, including columns for 12 Month High/Low, Div. Yld. PE, and 52 Week High/Low.

Large table of market data, likely continuation of the previous table, listing various securities and their prices.

Be sure that your fund is listed in this space daily. Telex Matthew Greene at 613595F for further information.

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AMEX Highs-Lows. Table showing high and low prices for various stocks on the AMEX exchange.

Vertical advertisements on the right margin, including 'Dollar Advance', 'The Euromarket', 'Friday's OTC Prices', and 'East-West Brokerage Is Formed'.



CURRENCY MARKETS

Dollar Advances on Word of Steady Jobless Rate

NEW YORK — The dollar advanced Friday in New York and Europe after employment figures released by the U.S. government signaled that the economy was stronger than some had believed.

The government reported that nonfarm payrolls increased by 37,000 workers in February, about double the expected number.

In New York, the dollar closed at 1.8445 Deutsche marks, up from 1.8335 DM Thursday, and at 153.675 yen, up from 153.350.

But it dipped against the British pound, which rose to \$1.5845 from \$1.5840.

London Dollar Rates

Table with 3 columns: Currency, Rate, % Change. Includes Deutsche mark, Swiss franc, French franc, and British pound.

The dollar closed in London at 1.8405 Deutsche marks, up from 1.8285 at Thursday's close, and at 153.45 yen, up from 153.00.

The British pound ended at 71.8 percent of its 1975 value on its trade-weighted index, up from 71.4 at Thursday's close.

"It's been such a boring fortnight," one London dealer said of the dollar's performance over the last two weeks within a narrow band of 1.82 to 1.85 DM since the Feb. 22 currency meeting.

Brazil Fails To Win Over Europeans

LONDON — Finance Minister Dilson Fumaro of Brazil concluded a week's tour of European capitals with little gleam by way of firm support from governments on his nation's bid to find a radical solution to its debt payment crisis.

The Brazilian delegation planned to fly Sunday to Japan, and possibly to visit Canada, amid uncertainty about what those visits would accomplish.

Banking sources noted considerable sympathy for Brazil's position among most of its commercial bank creditors and a widespread belief that a hard line by the banks would exacerbate the problems.

Finance, on the other hand, might lead to eventual reconciliation, several bankers suggested.

In what initially seemed a perilous escalation of the Third World debt crisis, Brazil suspended interest payments Feb. 20 on its \$68 billion debt to commercial banks.

Its balance of payments had deteriorated late in 1986 and inflation rose. Including debts to governments, Brazil owes \$109 billion and is the biggest Third World debtor.

Mr. Fumaro and the president of the central bank, Francisco Groe, last week visited Washington to explain Brazil's move to government officials and this week sought support in Britain, France, Germany, Switzerland and Italy.

Mr. Fumaro and Mr. Groe have so far confined consultations to government representatives, contending that the debt problem needs a political solution.

FRN specialists were pessimistic about the issue, however. They noted that despite offering a good margin, it would suffer from the general malaise affecting the U.S. banking sector.

SCENE: Stubbornness Reigns in Brazilian Debt Dispute

(Continued from first finance page)

"Citibank led the fight against reducing the spread for Mexico," he added, "and has been adamant in refusing to contemplate any reduction in margins for other debtors."

In London, Mr. Fumaro tried to split the lenders by starting an attack on the American banks, which he said had 50 percent representation on the 14-bank negotiating committee while holding only 35 percent of Brazil's debt to banks.

"This is not fair with the European and Japanese banks," Mr. Fumaro said, adding that Brazil might demand to approach banks in separate regional groupings.

The senior American banker in the negotiating committee said, "The worst case would be that neither side gives in." But he indicated

that he did not really expect that to happen. "Brazil," he observed, "is reliant on external trade, unlike Peru."

The banker said that in a similar political-economic impasse with Argentina, it took months for Argentina's president, Raul Alfonsin, to face up to economic reality, but that he finally did, dismissing his finance minister, Bernardo Griguol.

The banker's implication was that Brazil would eventually come to its senses and produce a realistic plan, and that the banks would lend further support.

Meanwhile, however, both the participants and close observers expect the negotiations between Brazil and the banks to be long and confrontational. The risk, therefore, is high for a Brazilian breakdown in the midst of a world economy that is strained, underemployed, unstable, increasingly protectionist and growing only weakly.

The most urgent need, if the Brazilian and wider international debt crisis is to be solved, is to strengthen world economic growth. But a world miracle may be as hard to achieve as the Brazilian miracle proved to be.

THE EUROMARKETS

GMAC and IBM Credit Launch \$300 Million Bond Issues

LONDON — Trading in secondary issues continued to be light on Friday as markets continued to focus on currency concerns.

Dealers said the spotlight remained on Euro-denominated bonds, which ended the week with strong gains as investors remained bullish about U.K. market prospects.

Only a handful of new issues, including two \$300 million bonds for U.S. borrowers, were launched through the day.

The dollar-straight sector eased about 4 point in line with U.S. Treasuries, which were marked down on news of an unexpected

rise of 37,000 in nonfarm payrolls and stronger-than-expected jobless data reported Friday.

However, no significant downward pressure was detected by traders, who attributed the easing tone in part to light professional selling ahead of the weekend.

Two big U.S. borrowers — GMAC and IBM Credit Corp. — launched dollar issues in early trading; both were three-year issues for \$300 million.

Dealers said the GMAC paper was fairly priced, but many said they felt that terms of the IBM issue were too tight.

One senior syndicate source at a bank not involved in the deal said

the IBM issue was suffering in the wake of the poor reception given the company's last new dollar issue, which came to market last month.

Both new issues slipped as U.S. bond prices came under pressure. In when-issued trading late in the day, bids were quoted outside their 1% percent fees.

Dealers said the day's main feature was a \$100 million floating-rate note from Marine Midland Bank. The note is only the second conventional issue so far this year on the FRN market, which has been drained of both liquidity and confidence in recent weeks.

The 12-year note pays 4 point over the three-month London in-

terbank offered rate and is noncallable for five years. The issue traded at 99.25 bid, but this was outside the total cost to co-managers.

"The issue looks like an attempt to bring back a vestige of normality to the FRN market," one dealer said. The market has been hit hard in recent weeks by a crisis of confidence in perpetual floaters and Latin American debt anxiety, he noted.

FRN specialists were pessimistic about the issue, however. They noted that despite offering a good margin, it would suffer from the general malaise affecting the U.S. banking sector.

Friday's OTC Prices. NASDAQ prices as of 4 p.m. New York time. Via The Associated Press.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like ADI, ADI, ADI, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like AMR, AMR, AMR, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like BAC, BAC, BAC, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like C, C, C, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like D, D, D, etc.

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Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like H, H, H, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like I, I, I, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like J, J, J, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like K, K, K, etc.

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Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like M, M, M, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like N, N, N, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like O, O, O, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like P, P, P, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like Q, Q, Q, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like R, R, R, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like S, S, S, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like T, T, T, etc.

Table with 12 columns: 12 Month High/Low, Stock, Div. Yld., % Chg., 1986 High/Low, 4 P.A. Chg., Net. Lists various stocks like U, U, U, etc.

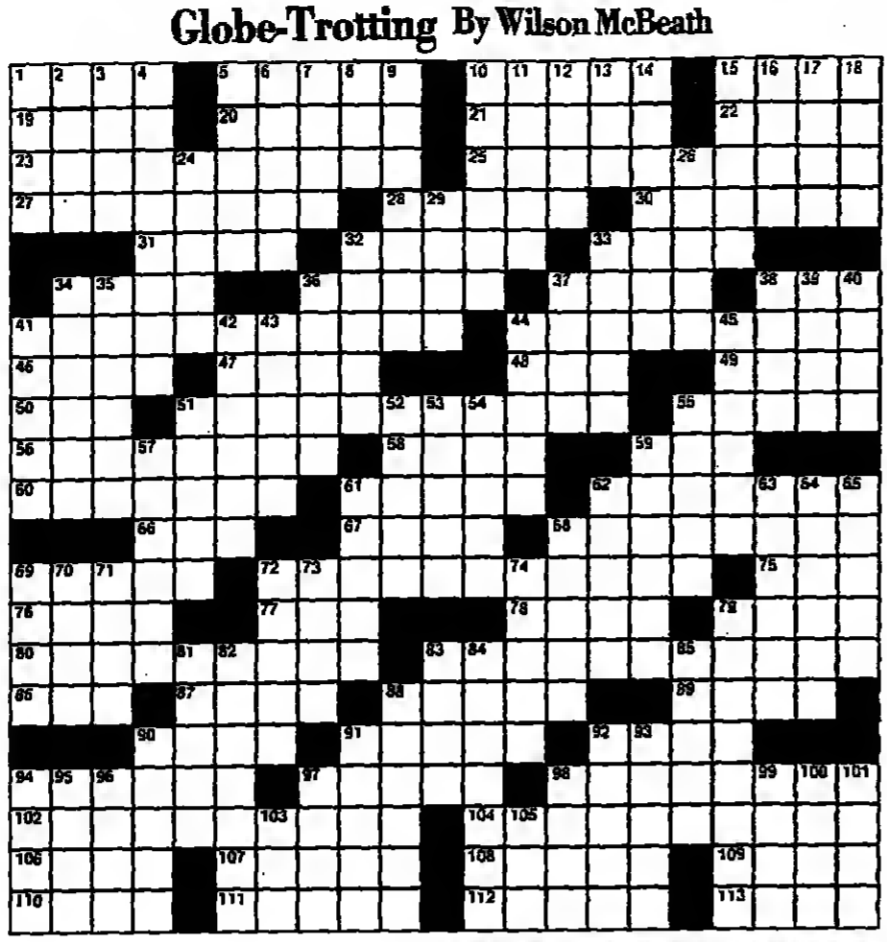
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Friday's AMEX Closing. Tables include the nationwide prices to the closing on Wall Street and do not reflect late trades elsewhere.

- ACROSS**
- 1 Matinee
 - 5 Catches red-handed
 - 10 Computer's character equivalents
 - 15 Add liquor
 - 19 A.S. African people
 - 20 Planet path
 - 21 City WWV of Memphis
 - 22 Dash
 - 23 Sealing material
 - 25 Variety of beet
 - 27 More realistic
 - 28 Short textile fibers
 - 30 Paths
 - 31 Horse's repast
 - 32 Some corrosives
 - 33 Layer
 - 34 City on the Adriatic
 - 36 Liqueur flavor
 - 37 Conrad heroine
 - 38 Three, in Bergamo
- ACROSS**
- 41 Firework
 - 44 Headgear
 - 46 City on the Oka
 - 47 Party in Gomorrah
 - 48 Towel marking
 - 49 Beget
 - 50 Religious gp.
 - 51 Emmetaler
 - 55 Ratios in trigonometry
 - 56 Most alarming substance
 - 59 Spring bringing zing
 - 60 Shubert, e.g.
 - 61 Paris subway
 - 62 International waters
 - 66 Enro's one
 - 67 Kind of strut
 - 68 Hill, city in Calif.
 - 69 Execs' river messages
 - 72 "— to me!"
 - 75 Altar words
 - 76 Locale of Tabriz
 - 77 Scale notes
- ACROSS**
- 78 Secular
 - 79 Make yarn
 - 80 Site of Goodfellow AFB, Tex.
 - 83 AWOL's action
 - 86 Jeanne d'Arc's title: Abbr.
 - 87 Pollu's weapon
 - 88 Eccentric person
 - 89 Theow's cousin
 - 90 Rosary beads
 - 91 Emulates
 - 92 Escoffier
 - 94 Bergere, e.g.
 - 95 Easter plant
 - 97 Ignominy
 - 98 Postpones
 - 102 Short-haired
 - 104 This requires individual checks
 - 106 Curved arch
 - 107 Wipe out
 - 108 Grenoble's river
 - 109 Grant
 - 110 Earth sci.
 - 111 Beiled the cat
 - 112 Appellation bestowed
 - 113 Earl of Avon

- DOWN**
- 1 — dixit
 - 2 Ten: Comb. form
 - 3 Redolence
 - 4 Of the seashore
 - 5 Like well-pitched baseball games
 - 6 Skills to Seneca
 - 7 Construction item
 - 8 Kind of service
 - 9 Lettering aid
 - 10 Other than
 - 11 Jolly boats
 - 12 Baseball's Speaker
- DOWN**
- 13 They loop the Loop
 - 14 Type of poem
 - 15 "Merry Widow" composer
 - 16 Kirghizian range
 - 17 Reiner or Sagan
 - 18 Goals
 - 24 Word with letter or store
 - 26 Best part
 - 29 Seine feeder
 - 32 Griffith and Gibb
 - 33 Taut
 - 34 Beet soup
 - 35 One-celled creatures
- DOWN**
- 36 Feeling of dread
 - 37 Troubadour's songs
 - 38 Scrawny
 - 39 Distinctive summers
 - 40 Sedan
 - 41 Perch
 - 42 Crouches in fear
 - 43 Mount
 - 44 Showing: Comb. form
 - 45 Poonas natives
 - 51 Realty investments
 - 52 Lobster's claw
 - 53 Hailey novel
 - 54 Fauntleroy
- DOWN**
- 55 Command to Fido
 - 57 Best seller in 1884
 - 59 Oration
 - 61 Rapid, to Mehta
 - 62 Relating to oil
 - 63 One of the Marianas
 - 64 Salad item
 - 65 Make amends
 - 66 Dido
 - 69 Jeune fille
 - 70 Part of Q.E.D.
- DOWN**
- 71 Lion's pride
 - 72 Parts of lists
 - 73 Spacecraft covering
 - 74 Secluded valleys
 - 79 Ancient Roman coin
 - 81 Sea force, to W. S. Gilbert
 - 82 Lubricated
 - 83 Kipling's "— to Sea"
 - 84 Collected abundantly
- DOWN**
- 85 Sprang
 - 88 Put paint on
 - 90 Russian workers' cooperative
 - 91 Man on a \$10,000 bill
 - 92 Bolivian city
 - 93 SW London suburb
 - 94 Portmanteau word
 - 95 Attendant
- DOWN**
- 96 Former Congolese prime minister
 - 97 Cicalrix
 - 98 Restrain
 - 99 Urgency
 - 100 Miami's county
 - 101 British gun
 - 103 Period in history
 - 105 Springsteen's "Born in the —"



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THE RED WHITE AND BLUE

By John Gregory Dunne. 475 pages. \$18.95. Simon & Schuster, 1230 Avenue of the Americas, New York, N. Y. 10020.

Reviewed by Christopher Lehmann-Haupt

"THE Red White and Blue" is the third novel among John Gregory Dunne's seven published books to date. So we've come to know his fiction well enough to say that one of the purposes it inevitably serves is as an outlet for the jokes and comic stories that seem to flood his brain from time to time like so much water overflowing a rain barrel.

For Dunne cascades gags and funny lines in "The Red White and Blue," just as he did in his earlier novels, "True Confessions" (1977) and "Dutch Shea, Jr." (1982). There are jokes on virtually every page of the book. They range from broad to subtle, from sick to ethnic. Their targets are male and female, rich and poor, radical and conservative, heterosexual and homosexual. Everyone can take offense.

Few of Dunne's gags can be repeated here —

BOOKS

What was so funny? In "The Red White and Blue," the absurdity of our recent violent past achieves its apotheosis by being viewed from the perspective of Hollywood. Dunne makes his narrator-protagonist, Jack Broderick, a laborer in the film industry. "I am, as you have probably gathered by now, a screenwriter," Broderick explains early on. Later he adds, "Being as rich as my father has made me allowed me to purchase a small talent for irony, irony being the vehicle by which the essentially second rate arrive at some kind of superiority. Screenwriting is the profession for someone of this temperament. The pay is good, the responsibility is small, the emotional state minimal."

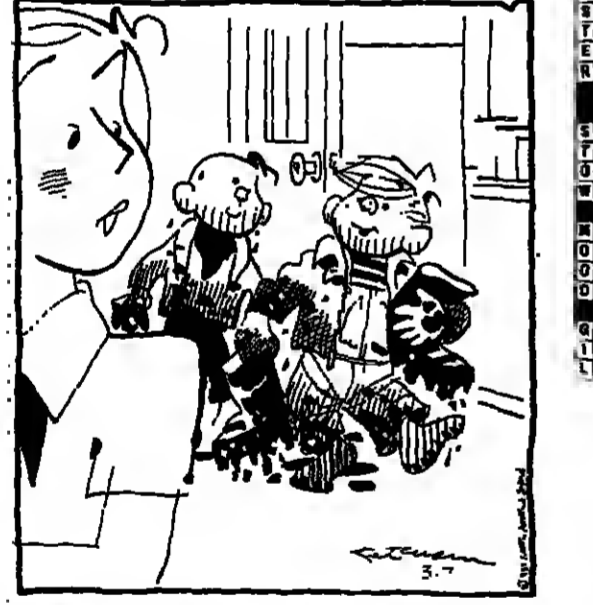
And the form of the novel is essentially the musings of a writer mulling over a screenplay. "There is a nun in this story. Below the title. She was buried in a shallow grave in Chalatenango Province, Crisco Rey, C.A. The man who shot her was, by all the unofficial accounts, wearing a Mickey Mouse sweatshirt. The gun he used to shoot her was an Ingram Mac-10 with a flash suppressor. The nun was a Sister of Mercy and her name was Sister Phyllis and the seven shots from the Ingram Mac-10 with flash suppressor fired by the man in the Mickey Mouse sweatshirt had obliterated Sister Phyllis's face."

Jack Broderick's version of events might appear to be satirical, were it not set against the background of the 1960s and '70s, when it was common to take up murderers as social causes, and people actually did travel to Hanoi and accept the gifts of rings made out of downed American fighter planes. So Dunne's sense of the ridiculous seems wedded to reality here more happily than it ever has in his fiction before.

The real villains of "The Red White and Blue" are hypocrisy and euphemism, and their mortal enemies are brutal honesty and the calling of a spade a steam shovel. In the conflict between straight talk and euphemism lies the real source of the novel's extraordinary energy. And what makes the story so bitterly funny are the shifts, to one extreme or the other, in the battle between the truth and the lie.

Christopher Lehmann-Haupt is on the staff of The New York Times.

DENNIS THE MENACE



"THE SNOW MELTED, SO WE MADE A MIDWINTER!"

Solution to Last Week's Puzzle

1	DOWN	2	DOWN	3	DOWN	4	DOWN	5	DOWN	6	DOWN	7	DOWN	8	DOWN	9	DOWN	10	DOWN	11	DOWN	12	DOWN	13	DOWN	14	DOWN	15	DOWN	16	DOWN	17	DOWN	18	DOWN	19	DOWN	20	DOWN	21	DOWN	22	DOWN	23	DOWN	24	DOWN	25	DOWN	26	DOWN	27	DOWN	28	DOWN	29	DOWN	30	DOWN	31	DOWN	32	DOWN	33	DOWN	34	DOWN	35	DOWN	36	DOWN	37	DOWN	38	DOWN	39	DOWN	40	DOWN	41	DOWN	42	DOWN	43	DOWN	44	DOWN	45	DOWN	46	DOWN	47	DOWN	48	DOWN	49	DOWN	50	DOWN	51	DOWN	52	DOWN	53	DOWN	54	DOWN	55	DOWN	56	DOWN	57	DOWN	58	DOWN	59	DOWN	60	DOWN	61	DOWN	62	DOWN	63	DOWN	64	DOWN	65	DOWN	66	DOWN	67	DOWN	68	DOWN	69	DOWN	70	DOWN	71	DOWN	72	DOWN	73	DOWN	74	DOWN	75	DOWN	76	DOWN	77	DOWN	78	DOWN	79	DOWN	80	DOWN	81	DOWN	82	DOWN	83	DOWN	84	DOWN	85	DOWN	86	DOWN	87	DOWN	88	DOWN	89	DOWN	90	DOWN	91	DOWN	92	DOWN	93	DOWN	94	DOWN	95	DOWN	96	DOWN	97	DOWN	98	DOWN	99	DOWN	100	DOWN	101	DOWN	102	DOWN	103	DOWN	104	DOWN	105	DOWN	106	DOWN	107	DOWN	108	DOWN	109	DOWN	110	DOWN	111	DOWN	112	DOWN	113	DOWN
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WEATHER

EUROPE	HIGH	LOW	ASIA	HIGH	LOW
Algeria	21	11	Manila	24	18
Amsterdam	11	8	Osaka	21	15
Athens	11	8	Seoul	21	15
Berlin	11	8	Singapore	21	15
Bombay	11	8	Taipei	21	15
Buenos Aires	11	8	Tokyo	21	15
Calcutta	11	8			
Cardenas	11	8			
Chicago	11	8			
Hankow	11	8			
Hong Kong	11	8			
London	11	8			
Lyons	11	8			
Madrid	11	8			
Moscow	11	8			
Mumbai	11	8			
Nairobi	11	8			
Paris	11	8			
Rangoon	11	8			
San Francisco	11	8			
Singapore	11	8			
Tientsin	11	8			
Yokohama	11	8			

World Stock Markets

Via Agence France-Presse March 6

Market	Index	Change	Prev.
Amsterdam	357.20	+1.20	356.00
Bombay	1000.00	+10.00	990.00
London	2250.00	+10.00	2240.00
Paris	1200.00	+10.00	1190.00
Stockholm	1500.00	+10.00	1490.00
Sydney	1800.00	+10.00	1790.00
Zurich	1200.00	+10.00	1190.00

PEANUTS



BLONDE



BEEBLE BAILEY



ANDY CAPP



WIZARD of ID



REX MORGAN



GARFIELD



Picking

SCOREBO

Hockey

Standings

Baseball

Football

Other sports

SPORTS

Picking the NCAA's Final 64

The Associated Press NEW YORK — This is Dick Schultz's weekend, his time to shine. When it's over, though, he might be a little foggy.

Schultz is chairman of the Division I tournament committee, the field for the National Collegiate Athletic Association's basketball tournament.

Once, winning 20 games was almost an automatic ticket to the tournament. This season, 60 Division I schools did that. Where does that leave Schultz's group?

'We look at strength of schedule. How did you do against top-50 teams? Did you win at home or away?'

Dick Schultz, head selector

got knocked off in the ACC, the Atlantic Coast Conference.

losing 16-14 to Vanderbilt, however, was no great disgrace. After all, No. 4 Indiana did the same thing. And so did No. 20 Notre

NBA Players Challenge League Over College Draft

The New York Times Service NEW YORK — The National Basketball Association announced Thursday that it would hold its annual college draft on June 22, and the announcement immediately started a dispute with the players association.

'It is our position that the draft announced is illegal since it does not have the needed approval of the players,' said Larry Fleisher, general counsel for the National Basketball Players Association.

The league also said that the deadline for underclassmen to apply for the draft would be midnight, May 8, and that the lottery to decide the first seven spots in the draft would be held May 17.

'The contract between the NBA and its players ends 24 hours after the new league champion is decided in June. Among the players' demands has been elimination of the draft.'



Steffi Graf exults after beating Martina Navratilova, 6-3, 6-2, in a semifinal of the International Players tournament.

Navratilova Beaten By Graf in Florida

By Peter Alfano New York Times Service

KEY BISCAYNE, Fla. — The International Players tournament is an accurate measure of how Steffi Graf has grown on the women's tennis tour in three years.

'According to Navratilova, the No. 1 player in the world, the 17-year-old Graf can no longer be described in terms of potential.'

Graf, who moved up to No. 2 in the computer ranking last week, beat Navratilova, 6-3, 6-2. The match was played in a gusting wind that played havoc with Navratilova's serve-and-volley game but barely rustled the determined West German's skirt.

The backhand made her ripping topspin forehand look that much more imposing. On hard courts like the one here, Navratilova's out

SCOREBOARD

Table with columns for Basketball, NBA Standings, and Western Conference. Includes team names like Boston, Philadelphia, New York, etc.

U.S. College Results

Table with columns for Division, Team, and Score. Lists results for various college sports like Football, Basketball, etc.

Hockey

Table with columns for Division, Team, and Score. Lists NHL game results.

Transition

Table with columns for Baseball, Football, Basketball, and Hockey. Lists various sports events and results.



Phil Niekro, the 47-year-old knuckleballer of the Indians, is shown pitching for his previous club, the Yankees.

Phil Niekro: 47 and Still in There Pitching

By Dave Anderson New York Times Service

TUCSON, Arizona — In the smoky chill, the red wool collar of his Cleveland Indians windbreaker was turned up around the back of his neck below his gray-streaked black hair.

'The Milwaukee Braves had their minor league base in Waycross, Georgia, then, near the Okefenokee swamp,' he was saying now at his locker.

Nearly three decades later, Niekro is still throwing that knuckleball. But he's not resting on his Hall of Fame credentials.

As he awaits his 22d major league season, Phil Niekro has only two surgical scars, one from an appendix operation and one from a cyst on his back.

SPORTS BRIEFS

German Soccer Team Bans Goalie FRANKFURT (UPI) — The goalkeeper Harald (Tom) Schumacher was permanently banned Friday from the West German national soccer team because of his allegations that many German players take drugs to improve their performance.

Sullivan Leads Windy Florida Golf CORAL SPRINGS, Fla. (Reuters) — Mike Sullivan, playing in the morning before the wind whipped up, shot a seven-under-par 65 to take a four-stroke lead in the first round of the Coral Springs golf tournament.

Canadians Reject U.S. Football Link OTTAWA (UPI) — Canada's sports minister has termed "unacceptable" the prospect of a North American football league created from an affiliation of the Canadian Football League with nine U.S. clubs.

London Soccer Merger Abandoned LONDON (AP) — A plan to merge two south London soccer teams, Wimbledon and Crystal Palace, has been dropped after Palace fans voted overwhelmingly against it.

U.S. Amateurs Outbox Soviet Team ORLANDO, Fla. (AP) — The U.S. amateur boxing squad has defeated the Soviet Union, 7-5, in their annual 12-match, head-to-head encounter.

Spinks May Be Better Off Without IBF Crown

HBO's unification series calls for the IBF champ to meet the winner of Saturday night's WBC-WBA bout between Mike Tyson and James (Bonecrusher) Smith.

When they stripped the title from him late last month, Spinks' complaints resembled the efforts of some fighters — brief and ineffective. He at least resisted the temptation to say thank you, which would have been appropriate.

His promoter, Butch Lewis, has a big closed circuit payday cooking from a Spinks-Gerry Cooney fight, a bout backed by an injunction granted the HBO cable TV network in December.

Spinks, of course, still refers to himself as heavyweight champion, the IBF notwithstanding and Lewis said he would bill the Cooney match as a title fight.

All of this could have been avoided if Cooney had agreed to go into the HBO tournament, should be beat Spinks. He balked, though, earning handsome fees for an army of attorneys engaged in fighting this battle in the courts.

Transition

Table with columns for Baseball, Football, Basketball, and Hockey. Lists various sports events and results.

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INTERNATIONAL CLASSIFIED (Continued From Back Page) ESCORTS & GUIDES LONDON BELGRAVIA Caprice-NY London Student-Secretary ESCORT SERVICE 01/47 55 82

PEOPLE

Manet Export Delayed

The British government has refused to grant an export license for the painting by Edouard Manet titled 'La Rue Moscouart'...

The Wiseman Scenario



Scene from "Basic Training," filmed by Frederick Wiseman (right).

By Elizabeth Ayre
PARIS — It was a little more than 30 years ago that a young lawyer named Frederick Wiseman was dabbling back and forth on Paris streets, brandishing an 8mm camera...

"Deaf and Blind" will be a four-part TV series.

Wiseman is intrigued by the idea of following unstaged events to chronicle 20th-century experiences. "If someone made a movie following Walt Whitman as he went around a hospital in Washington, it would be a real winner now, wouldn't it?"

By implication, if they were doing it on oranges, they weren't doing it because they wanted to control the orange population of the world.

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ANNOUNCEMENTS

TRANSBARIAN... ANNOUNCEMENTS... TRANSBARIAN... ANNOUNCEMENTS...

PERSONALS

MOM, DAD & I... PERSONALS... MOM, DAD & I... PERSONALS...

REAL ESTATE FOR SALE

PARIS & SUBURBS... REAL ESTATE FOR SALE... PARIS & SUBURBS... REAL ESTATE FOR SALE...

REAL ESTATE TO RENT/SHARE

GREAT BRITAIN... REAL ESTATE TO RENT/SHARE... GREAT BRITAIN... REAL ESTATE TO RENT/SHARE...

REAL ESTATE TO RENT/SHARE

PARIS AREA FURNISHED... REAL ESTATE TO RENT/SHARE... PARIS AREA FURNISHED... REAL ESTATE TO RENT/SHARE...

EMPLOYMENT

EDUCATIONAL POSITIONS AVAILABLE... EMPLOYMENT... EDUCATIONAL POSITIONS AVAILABLE... EMPLOYMENT...

EMPLOYMENT

DOMESTIC POSITIONS AVAILABLE... EMPLOYMENT... DOMESTIC POSITIONS AVAILABLE... EMPLOYMENT...

EMPLOYMENT

DOMESTIC POSITIONS AVAILABLE... EMPLOYMENT... DOMESTIC POSITIONS AVAILABLE... EMPLOYMENT...

BOATS & RECREATIONAL VEHICLES

NEW 1987... BOATS & RECREATIONAL VEHICLES... NEW 1987... BOATS & RECREATIONAL VEHICLES...

FOCUS AT TUFTS UNIVERSITY

FOCUS AT TUFTS UNIVERSITY... FOCUS AT TUFTS UNIVERSITY... FOCUS AT TUFTS UNIVERSITY...

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FOCUS AT TUFTS... FOCUS AT TUFTS... FOCUS AT TUFTS...

INTERNATIONAL CLASSIFIED
REAL ESTATE FOR SALE, REAL ESTATE TO RENT/SHARE, EMPLOYMENT, BOATS & RECREATIONAL VEHICLES, FOCUS AT TUFTS, LOW COST FLIGHTS, ACCESS VOYAGES, DOMESTIC POSITIONS AVAILABLE, AUTOMOBILE MARKET, BUSINESS SERVICES, ATTENTION EXECUTIVES, BUSINESS OPPORTUNITIES, AMERICAN IMMIGRATION, FINANCIAL SERVICES, OFFICE SERVICES, ZURICH-ZURICH-ZURICH, AUTO SHIPPING, AUTO TAX FREE, SHIPSIDE, AUTO CONVERSION, TRANS CO, AUTO TAX FREE, RESTAURANTS NIGHT CLUBS, EDUCATION, PEN PALS, COLLECTORS, BOOKS, AMERICAN SCHOOL IN SURREY, EDUCATION, TAX-FREE used, KZKOVITS, OCEANVIEW MOTORS, RESTAURANTS NIGHT CLUBS, EDUCATION, TAX-FREE used, KZKOVITS, OCEANVIEW MOTORS, RESTAURANTS NIGHT CLUBS, EDUCATION, TAX-FREE used, KZKOVITS, OCEANVIEW MOTORS...

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